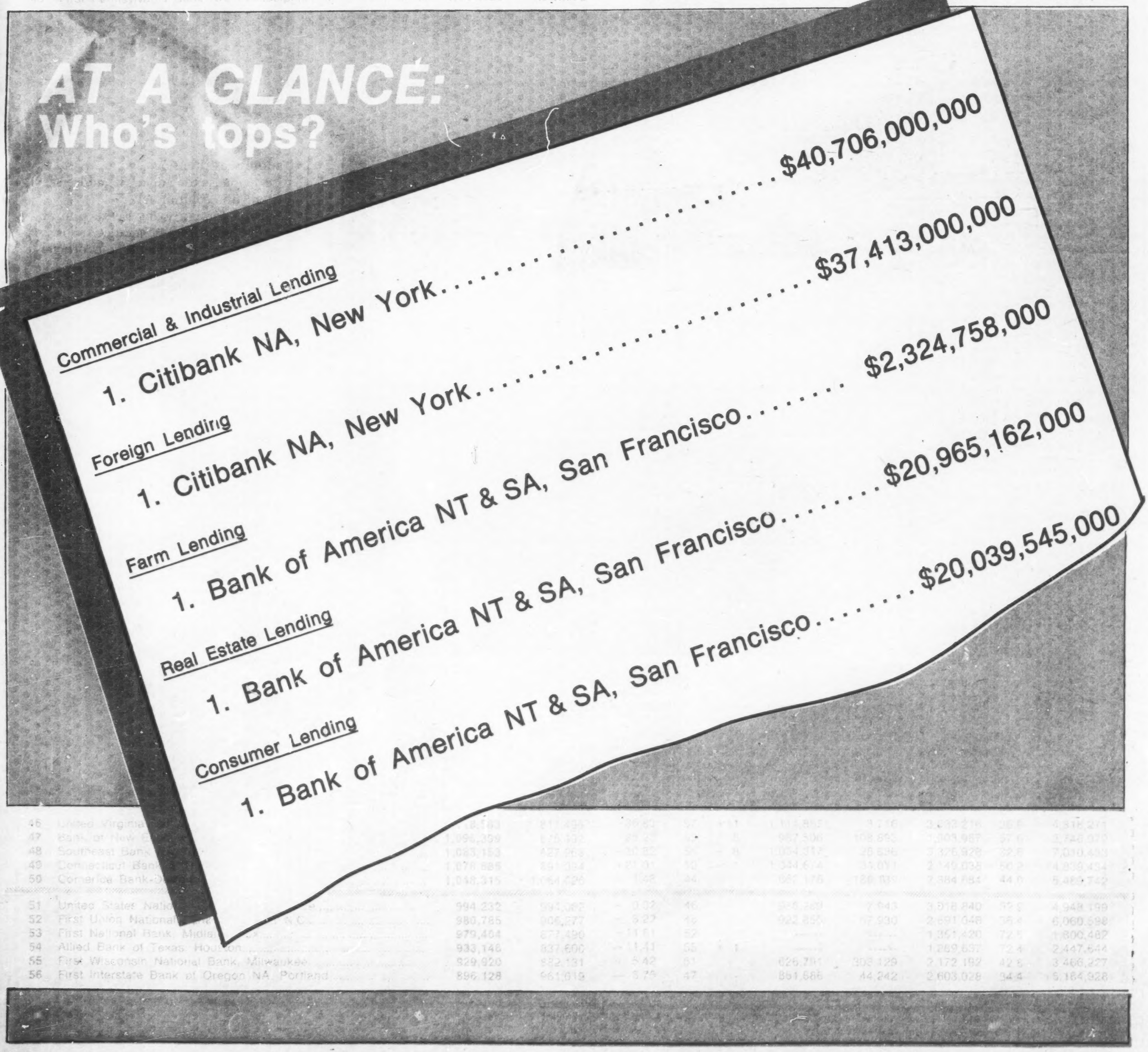
American Banker ranks the Top Lenders


AT A GLANCE:
Who's tops?
Commercial & Industrial Lending
1. Citibank NA, New York $40,706,000,000
Foreign Lending
1. Citibank NA, New York $37,413,000,000
Farm Lending
1. Bank of America NT & SA, San Francisco $2,324,758,000
Real Estate Lending
1. Bank of America NT & SA, San Francisco $20,965,162,000
Consumer Lending
1. Bank of America NT & SA, San Francisco $20,039,545,000

Top 100 U.S. Commercial Banks In Commercial & Industrial Lending (a)

As of December 31, 1982

(in thousands of dollars)

C&I Rank 12/31/82	Name of Bank, City and State	Total C&I Loans 12/31/82	Total C&I Loans 12/31/81	% Change in C&I Lending	C&I Rank 12/31/81	Gain in Rank	12/31/82 Breakdown of C&I Loans by customer Domestic	12/31/82 Breakdown of C&I Loans by customer Foreign	Total loans Gross (b) 12/31/82	Ratio C&I to Total	Total Assets 12/31/82
1	Citibank NA, New York	40,706,000	37,959,488	+ 7.24	1		13,294,000	27,412,000	68,824,000	59.1	111,111,000
2	Chase Manhattan Bank NA, New York	33,740,632	29,798,762	+13.23	3	+ 1	15,641,368	16,573,124	52,856,490	60.9	79,118,264
3	Bank of America NT&SA, San Francisco	31,703,089	30,735,894	+ 3.15	2		12,975,542	18,727,547	72,085,886	44.0	118,875,920
4	Continental Illinois NB&T Co., Chicago	21,929,587	20,637,337	+ 6.26	4		14,419,784	7,509,803	31,954,106	68.6	41,299,872
5	Manufacturers Hanover Trust Co., New York	20,996,185	18,719,789	+12.16	5		11,135,613	9,860,572	40,336,037	52.1	58,989,414
6	Morgan Guaranty Trust Co., New York	16,848,421	16,563,381	+ 1.72	6		6,640,068	10,208,353	28,911,372	58.3	57,296,010
7	Chemical Bank, New York	15,960,155	16,627,601	— 1.89	7		9,656,220	6,303,935	28,303,794	56.4	47,072,376
8	Bankers Trust Co., New York	12,340,797	9,987,967	+23.56	8		8,047,014	4,293,783	20,121,631	61.3	39,717,967
9	First National Bank, Chicago	10,147,471	9,543,193	+ 6.33	9		6,365,420	3,782,051	21,359,745	47.5	34,548,152
10	Security Pacific National Bank, Los Angeles	8,667,283	7,077,469	+22.46	10		6,907,482	1,759,801	22,284,725	38.9	33,579,512
11	Crocker National Bank, San Francisco	5,820,606	4,792,640	+21.45	13	+ 2	4,601,271	1,219,335	16,047,928	36.3	24,433,380
12	Marine Midland Bank NA, Buffalo, N.Y	5,749,462	5,099,244	+12.75	11		4,130,190	1,619,272	11,995,848	47.9	20,045,473
13	First National Bank, Boston	5,534,794	4,757,485	+16.34	14	+ 1	3,018,734	2,516,060	8,572,227	64.6	16,512,755
14	Mellon Bank NA, Pittsburgh	5,464,655	4,999,452	+ 9.31	12		3,926,815	1,537,840	11,116,154	49.2	20,532,360
15	Wells Fargo Bank NA, San Francisco	5,385,108	4,410,534	+22.10	15		4,145,620	1,239,488	16,958,084	31.8	22,116,214
16	InterFirst Bank Dallas NA	4,508,554	4,074,069	+10.67	16		3,938,306	570,248	6,722,187	67.1	12,036,026
17	Irving Trust Co., New York	3,886,665	4,022,521	— 3.38	17		1,985,450	1,901,215	8,681,101	44.8	17,606,873
18	First Interstate Bank of California, Los Angeles	3,859,832	3,252,632	+18.67	20	+ 2	2,527,187	1,332,645	12,315,905	31.3	21,313,945
19	First City National Bank, Houston	3,857,580	3,405,349	+13.28	19		3,608,994	248,586	5,284,348	73.0	9,921,239
20	Texas Commerce Bank NA, Houston	3,664,602	2,876,784	+27.39	21	+ 1	3,345,030	319,572	5,090,913	72.0	10,158,439
21	Seattle-First National Bank	3,658,837	3,603,177	+ 1.55	18		3,074,228	584,609	7,009,823	52.2	9,841,143
22	RepublicBank Dallas NA	3,456,040	2,843,115	+21.56	22		2,733,962	722,078	6,722,804	51.4	11,554,657
23	National Bank of Detroit	3,331,395	2,399,987	+38.81	24	+ 1	2,979,905	351,490	5,336,451	62.4	10,861,103
24	Bank of New York	3,244,992	2,524,309	+28.55	23		2,748,050	496,942	7,457,072	43.5	12,620,614
25	European-American Bank & Trust Co., New York	1,929,195	1,456,172	+32.48	32	+ 7	1,746,425	182,770	3,662,945	52.7	5,421,036
26	Bank of Tokyo Trust Co., New York	1,905,281	1,748,599	+ 8.96	26		1,476,274	429,007	2,455,031	77.6	4,135,001
27	NCNB National Bank of N. C., Charlotte (m)	1,785,462	1,517,461	+17.66	30	+ 3	1,453,400	332,062	3,943,657	45.3	8,330,341
28	National Bank of North America, New York	1,763,351	1,522,870	+15.79	29	+ 1	1,268,101	495,250	4,081,739	43.2	6,826,440
29	Union Bank, Los Angeles	1,735,962	1,578,397	+ 9.98	27		1,704,045	31,917	4,302,074	40.4	7,545,283
30	Northern Trust Co., Chicago	1,717,310	1,780,403	— 3.54	25		1,338,199	379,111	3,242,580	53.0	5,886,017
31	Pittsburgh National Bank (m)	1,594,677	1,410,825	+13.03	33	+ 2	1,264,561	330,116	3,268,259	48.8	7,338,852
32	Harris Trust & Savings Bank, Chicago	1,582,491	1,534,574	+ 3.12	28		1,444,916	137,575	3,763,393	42.1	6,879,696
33	Girard Bank, Philadelphia	1,500,224	1,457,033	+ 2.96	31		1,186,350	313,874	2,595,062	57.8	4,416,632
34	Wachovia Bank & Trust Co. NA, Winston Salem, N.C	1,468,664	1,368,514	+ 7.32	34		1,215,286	253,378	3,367,688	43.6	6,757,290
35	Norwest Bank Minneapolis NA	1,463,781	1,164,448	+25.71	40	+ 5	1,131,899	331,882	2,983,123	49.1	4,919,876
36	Mercantile National Bank, Dallas	1,461,353	1,338,800	+ 9.15	36		1,357,888	103,465	3,077,569	47.5	4,943,228
37	AmeriTrust Co., Cleveland (m)	1,449,981	1,087,341	+33.35	42	+ 5	1,282,393	167,588	3,201,571	45.3	5,747,592
38	Rainier National Bank, Seattle	1,443,556	1,314,546	+ 9.81	37		1,026,572	416,984	3,540,696	40.8	5,547,918
39	First National Bank, Minneapolis	1,379,486	1,342,653	+ 2.74	35		1,222,967	156,519	2,626,243	52.5	5,538,760
40	Philadelphia National Bank	1,315,060	1,309,432	+ 0.43	38	+ 2	1,121,696	193,364	2,801,288	46.9	5,909,596
41	BancOhio National Bank, Columbus	1,303,589	1,105,927	+17.87	41		1,281,782	21,807	2,925,346	44.6	5,591,045
42	California First Bank, San Francisco	1,295,025	1,056,981	+22.52	45	+ 3	1,010,663	284,362	2,930,388	44.2	4,156,440
43	Valley National Bank of Arizona, Phoenix	1,292,519	1,074,779	+20.26	43		1,127,312	165,207	4,270,896	30.3	7,150,610
44	Citizens & Southern National Bank, Atlanta (m)	1,196,001	892,969	+33.94	49	+ 5	1,169,872	26,129	2,978,607	40.2	5,475,882
45	First Pennsylvania Bank NA, Philadelphia	1,144,926	1,224,372	— 6.49	39		1,060,754	84,172	2,880,727	39.7	5,387,416
46	United Virginia Bank, Richmond (m)	1,118,583	817,495	+36.83	57	+11	1,114,867	3,716	3,033,216	36.9	4,816,271
47	Bank of New England NA, Boston	1,096,399	875,492	+25.23	53	+ 6	987,506	108,893	1,903,987	57.6	3,746,972
48	Southeast Bank NA, Miami	1,083,153	827,968	+30.82	56	+ 8	1,054,317	28,836	3,326,928	32.6	7,010,433
49	Connecticut Bank & Trust Co. NA, Hartford (m)	1,078,685	891,394	+21.01	50	+ 1	1,044,674	34,011	2,149,038	50.2	4,839,434
50	Comerica Bank-Detroit	1,048,315	1,064,026	— 1.48	44		862,176	186,139	2,384,684	44.0	5,489,742
51	United States National Bank, Portland, Ore	994,232	994,082	+ 0.02	46		986,289	7,943	3,018,840	32.9	4,948,199
52	First Union National Bank, Charlotte, N.C	980,785	906,277	+ 8.22	48		922,855	57,930	2,691,048	36.4	6,060,598
53	First National Bank, Midland, Tex	979,404	877,490	+11.61	52		------	------	1,351,420	72.5	1,800,482
54	Allied Bank of Texas, Houston	933,146	837,600	+11.41	55	+ 1	------	------	1,289,637	72.4	2,447,644
55	First Wisconsin National Bank, Milwaukee	929,920	882,131	+ 5.42	51		626,791	303,129	2,172,192	42.8	3,466,227
56	First Interstate Bank of Oregon NA, Portland	896,128	961,019	— 6.75	47		851,886	44,242	2,603,028	34.4	5,184,928
57	Bank Leumi Trust Co., New York	881,574	647,306	+36.19	69	+12	668,855	212,719	1,128,082	78.1	2,798,235
58	First National Bank, St. Paul, Minn	879,737	743,606	+18.31	59	+ 1	873,998	5,739	1,668,682	52.7	3,630,075
59	Bank of California NA, San Francisco	877,264	676,719	+29.64	63	+ 4	671,656	205,608	2,567,420	34.2	3,908,865
60	Shawmut Bank of Boston NA	791,443	760,272	+ 4.10	58		672,984	118,459	1,608,149	49.2	3,065,312
61	Mercantile Trust Co. NA, St. Louis	789,129	639,582	+23.38	70	+ 9	632,376	156,753	1,756,296	44.9	4,125,433
62	Centerre Bank NA, St. Louis	780,199	868,349	—10.15	54		673,892	106,307	1,641,216	47.5	3,403,781
63	American National Bank & Trust Co., Chicago	776,519	686,002	+13.20	62		628,502	148,017	1,340,591	57.9	3,208,523
64	Fleet National Bank, Providence, R.I	763,222	724,509	+ 5.34	60		683,391	79,831	1,869,615	40.8	3,983,808
65	Maryland National Bank, Baltimore	755,279	666,445	+13.33	66	+ 1	624,998	130,281	1,936,356	39.0	4,352,640
66	Continental Bank, Norristown, Pa.(m)	754,770	660,777	+14.22	67	+ 1	------	------	1,387,495	54.4	2,300,136
67	First National Bank & Trust Co., Oklahoma City	751,090	648,375	+15.84	68		749,286	1,804	1,500,808	50.0	3,023,787
68	Texas American Bank/Fort Worth NA	736,799	633,940	+16.23	72	+ 4	727,853	8,946	1,347,323	54.7	2,362,876
69	Connecticut National Bank, Hartford (m)	719,481	526,849	+36.56	85	+16	698,100	21,381	2,184,573	32.9	4,084,201
70	First National Bank, Atlanta (m)	717,963	535,369	+34.10	83	+13	630,053	87,910	1,874,513	38.3	4,018,452
71	Lincoln First Bank NA, Rochester, N.Y	716,903	668,891	+ 7.18	65		630,045	86,858	2,219,283	32.3	3,837,803
72	Bank of the Southwest NA, Houston	708,602	543,932	+30.27	81	+ 9	670,036	38,566	1,515,152	46.8	3,003,710
73	Manufacturers National Bank, Detroit	696,031	670,587	+ 3.79	64		602,725	93,306	2,602,749	26.7	4,537,482
74	First Interstate Bank of Arizona NA, Phoenix	670,726	548,267	+22.34	79	+ 5	642,446	28,280	2,699,970	24.8	4,508,747
75	Fidelity Union Bank, Newark, N.J. (m)	668,848	337,934	+97.92	123	+48	668,648	0	1,690,145	39.6	3,087,476
76	Bank of Virginia, Richmond	662,999	524,487	+26.41	86	+10	588,407	74,592	1,951,907	34.0	3,232,940
77	First National Bank, Baltimore	631,034	709,643	—11.08	61		406,436	224,598	1,383,452	45.6	3,181,332
78	IntraWest Bank of Denver NA	620,252	589,162	+ 5.28	74		615,389	4,863	1,148,421	54.0	2,346,410
79	First National State Bank of New Jersey, Newark	616,611	577,889	+ 6.70	76		584,292	32,319	1,314,588	46.9	2,694,225
80	Fidelity Bank, Philadelphia	606,458	638,770	— 5.06	71		489,278	117,180	1,649,280	36.8	4,041,170
81	American Security Bank NA, Washington, D.C	602,666	552,002	+ 9.18	78		558,002	44,481	1,718,995	35.1	3,399,157
82	J. Henry Schroder Bank & Trust Co., New York	601,820	585,149	+ 2.85	75		349,145	252,675	1,076,718	55.9	2,193,390
83	Provident National Bank, Philadelphia	593,234	501,525	+18.29	88	+ 5	530,436	62,798	1,472,207	40.3	3,761,878
84	National City Bank, Cleveland (m)	589,366	479,213	+22.99	94	+10	540,234	49,132	1,727,249	34.1	4,485,705
85	Hamilton Bank, Lancaster, Pa	585,208	528,591	+10.71	84		579,743	5,465	1,265,648	46.2	2,415,134
86	Sumitomo Bank of California, San Francisco	580,418	544,215	+ 6.65	80		515,704	64,714	1,698,246	34.2	2,114,610
87	Republic National Bank, New York	553,284	600,043	+ 7.79	73		204,048	349,236	2,240,092	24.7	8,927,406
88	Citizens Fidelity Bank & Trust Co., Louisville, Ky	552,629	537,835	+ 2.75	82		547,312	5,317	1,177,900	46.9	2,412,381
89	Midlantic National Bank, Newark, N.J	550,231	507,327	+ 8.46	87		531,059	19,172	1,227,020	44.8	2,399,582
90	Morgan Bank (Delaware), Wilmington	548,612	0	----	--		546,314	2,298	906,815	60.5	1,654,870
91	Whitney National Bank, New Orleans	529,357	554,173	— 4.48	77		527,015	2,342	951,312	55.6	2,046,109
92	Equibank, Pittsburgh	529,094	471,704	+12.17	95	+ 3	475,106	53,988	1,487,242	35.6	3,167,402
93	InterFirst Bank Houston NA	526,663	484,207	+ 8.77	93		503,545	23,118	924,633	57.0	1,576,946
94	Mitsui Manufacturers Bank, Los Angeles	525,614	493,149	+ 6.58	90		------	------	954,852	55.0	1,534,416
95	RepublicBank Houston NA	516,525	494,475	+ 4.46	89		417,319	99,206	1,018,500	50.7	1,596,429
96	First National Bank, Fort Worth, Tex	516,209	491,838	+ 4.96	91		497,131	19,078	926,701	55.7	1,579,365
97	First & Merchants National Bank, Richmond	514,887	364,988	+41.07	116	+19	514,487	400	1,705,981	30.2	2,749,938
98	Lloyds Bank California, Los Angeles	512,384	490,521	+ 4.46	92		508,147	4,237	1,815,535	28.2	2,530,934
99	First National Bank, Louisville, Ky	510,936	469,427	+ 8.84	96		500,347	10,589	1,362,735	37.5	2,814,753
100	First Tennessee Bank NA, Memphis	502,203	343,175	+46.34	121	+21	409,071	93,132	1,008,059	49.8	2,029,378

(a)—Total commercial and industrial loans is the sum of C&I loans to U.S. businesses plus C&I loans to foreign businesses. Data are for, the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal Regulatory agencies. (m)—Bank was involved in merger activity in 1982. The 1981 data are as reported in 1982 and have not been restated for the 1982 merger activity.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Foreign Lending (a)

As of December 31, 1982

(in thousands of dollars)

Fgn. Lending Rank 12/31/82	Name of Bank, City, State	—Total Loans to Foreigners— 12/31/82	12/31/81	% Change	———A Complete Breakdown of Loans to Fgns.——— To Fgn. Govt.	To Fgn. Banks	To Fgn. Bus.	All Other Fgn.	Total Loans Gross (b) 12/31/82	Ratio of Fgn: Total %
1	Citibank NA, New York	**37,413,000**	35,530,709	+ 5.3	3,372,000	4,319,000	27,412,000	2,310,000	68,824,000	54.4
2	Chase Manhattan Bank NA, New York	**26,623,614**	25,705,659	+ 3.6	2,586,543	4,306,731	16,573,124	1,631,076	52,856,490	47.5
3	Bank of America NT&SA, San Francisco	**26,427,376**	25,748,389	+ 2.6	3,426,765	3,086,824	18,727,547	1,186,240	72,085,886	36.7
4	Manufacturers Hanover Trust Co., New York	**20,041,506**	18,214,978	+10.0	3,015,214	5,900,583	9,860,572	1,265,137	40,336,037	49.7
5	Morgan Guaranty Trust Co., New York	**18,384,795**	17,053,442	+ 7.8	2,553,078	3,623,930	10,208,353	1,999,434	28,911,372	63.6
6	Chemical Bank, New York	**11,449,391**	10,427,118	+ 9.8	2,129,068	2,294,759	6,303,935	721,629	28,303,794	40.5
7	Continental Illinois NB&T Co., Chicago	**9,906,664**	9,253,707	+ 7.1	941,744	1,203,228	7,509,803	251,889	31,954,106	31.0
8	Bankers Trust Co., New York	**9,236,373**	8,457,973	+ 9.2	1,167,974	3,318,572	4,293,783	456,044	20,121,631	45.9
9	First National Bank, Chicago	**7,722,994**	6,917,201	+11.6	1,724,143	1,557,025	3,782,051	659,775	21,359,745	36.2
10	Irving Trust Co., New York	**4,876,296**	4,796,205	+ 1.7	608,921	2,074,478	1,901,215	291,682	8,681,101	56.2
11	Marine Midland Bank NA, Buffalo, N.Y.	**4,041,886**	3,735,928	+ 8.2	751,103	1,445,765	1,619,272	225,746	11,995,848	33.7
12	Security Pacific National Bank, Los Angeles	**4,014,581**	3,261,954	+23.1	545,481	1,567,040	1,759,801	142,259	22,284,725	18.0
13	Crocker National Bank, San Francisco	**3,785,359**	2,784,508	+35.9	1,360,998	1,205,026	1,219,335	0	16,047,928	23.6
14	Mellon Bank NA, Pittsburgh	**3,539,728**	3,669,357	— 3.5	268,526	1,514,090	1,537,840	219,272	11,116,154	31.8
15	First National Bank, Boston	**3,536,046**	3,135,698	+12.8	335,152	509,721	2,516,060	175,113	8,572,227	41.3
16	Wells Fargo Bank NA, San Francisco	**2,795,354**	2,029,488	+37.7	620,220	831,683	1,239,488	103,963	16,958,084	16.5
17	First Interstate Bank of Calif., Los Angeles	**2,575,134**	1,892,915	+36.0	390,850	762,543	1,332,645	89,096	12,315,905	20.9
18	Republic National Bank, New York	**1,572,374**	1,636,485	— 3.9	900,554	298,110	349,236	24,474	2,240,092	70.2
19	National Bank of North America, New York	**1,479,446**	1,253,635	+18.0	425,808	549,088	495,250	9,300	4,081,739	36.2
20	Bank of New York	**1,442,720**	1,215,724	+18.7	432,239	477,687	496,942	35,852	7,457,072	19.3
21	RepublicBank Dallas NA	**1,220,051**	1,080,920	+12.9	172,494	321,584	722,078	3,895	6,722,804	18.1
22	Seattle-First National Bank	**992,188**	1,332,017	—25.5	195,256	167,297	584,609	45,026	7,009,823	14.2
23	Bank of Tokyo Trust Co., New York	**900,326**	958,153	— 6.0	231,989	239,330	429,007	0	2,455,031	36.7
24	Northern Trust Co., Chicago	**797,592**	715,800	+11.4	72,209	280,650	379,111	65,622	3,242,580	24.6
25	InterFirst Bank Dallas NA	**726,668**	756,312	— 3.9	62,133	94,287	570,248	0	6,722,187	10.8
26	First Pennsylvania Bank NA, Philadelphia	**722,062**	609,742	+18.4	408,864	228,694	84,172	332	2,880,727	25.1
27	Norwest Bank Minneapolis NA	**703,692**	756,298	— 7.0	150,947	210,285	331,882	10,578	2,983,123	23.6
28	Harris Trust & Savings Bank, Chicago	**703,591**	667,715	+ 5.4	158,447	405,543	137,575	2,026	3,763,393	18.7
29	Bank of California NA, San Francisco	**680,717**	568,507	+19.7	109,541	353,083	205,608	12,485	2,567,420	26.5
30	National Bank of Detroit	**666,691**	649,731	+ 2.6	136,619	106,539	351,490	72,043	5,336,451	12.5
31	Girard Bank, Philadelphia	**636,978**	621,968	+ 2.7	54,429	262,710	313,874	7,965	2,595,062	24.6
32	Texas Commerce Bank NA, Houston	**613,533**	414,120	+48.2	105,415	178,115	319,572	10,431	5,090,913	12.1
33	NCNB National Bank of N.C., Charlotte	**602,981**	521,342	+15.7	10,800	242,143	332,062	17,976	3,943,657	15.3
34	Pittsburgh National Bank	**586,296**	588,465	— 0.4	30,318	205,666	330,116	20,196	3,268,259	17.9
35	Rainier National Bank, Seattle	**582,183**	566,242	+ 2.8	78,498	48,031	416,984	38,670	3,540,696	16.4
36	European-American Bank & Trust Co., New York	**564,119**	520,155	+ 8.5	194,291	168,188	182,770	18,870	3,662,945	15.4
37	Fuji Bank & Trust Co., New York	**555,494**	563,020	— 1.3	268,003	211,188	76,303	0	871,852	63.7
38	First Wisconsin National Bank, Milwaukee	**512,122**	483,063	+ 6.0	17,079	189,097	303,129	2,817	2,172,192	23.6
39	First National Bank, Minneapolis	**491,494**	534,417	— 8.0	48,759	245,265	156,519	40,951	2,626,243	18.7
40	J. Henry Schroder Bank & Trust Co., New York	**484,910**	516,950	— 6.2	88,085	103,848	252,675	40,302	1,076,718	45.0
41	Union Bank, Los Angeles	**469,344**	332,951	+41.0	199,277	238,150	31,917	0	4,302,074	10.9
42	Comerica Bank-Detroit	**469,227**	296,054	+58.5	142,348	128,116	186,139	12,624	2,384,684	19.7
43	Philadelphia National Bank	**451,607**	774,676	—41.7	42,261	202,755	193,364	13,227	2,801,288	16.1
44	Sumitomo Bank of California, San Francisco	**450,830**	337,726	+33.5	123,676	262,440	64,714	0	1,698,246	26.5
45	UBAF Arab American Bank, New York	**449,023**	491,082	— 8.6	156,891	110,608	173,435	8,089	540,436	83.1
46	Riggs National Bank, Washington, D.C.	**394,822**	398,295	— 0.9	191,060	74,787	128,975	0	1,626,875	24.3
47	Wachovia Bank & Trust Co. NA, Winston Salem, N.C.	**389,846**	397,774	— 2.0	48,348	88,120	253,378	0	3,367,688	11.6
48	Centerre Bank NA, St. Louis	**389,512**	396,929	— 1.9	19,888	255,907	106,307	7,410	1,641,216	23.7
49	Bank of New England NA, Boston	**373,014**	336,148	+11.0	126,511	137,610	108,893	0	1,903,987	19.6
50	Fleet National Bank, Providence, R.I.	**367,915**	361,163	+ 1.9	54,323	232,270	79,831	1,491	1,869,615	19.7
51	First City National Bank, Houston	**357,165**	305,112	+17.1	38,559	69,267	248,586	753	5,284,348	6.8
52	Lloyds Bank California, Los Angeles	**348,301**	280,096	+24.4	121,863	222,201	4,237	0	1,815,535	19.2
53	Valley National Bank of Arizona, Phoenix	**341,822**	309,194	+10.6	22,296	154,319	165,207	0	4,270,896	8.0
54	Mercantile Trust Co. N.A, St. Louis	**322,959**	274,035	+17.9	28,033	130,291	156,753	7,882	1,756,296	18.4
55	Manufacturers National Bank, Detroit	**321,722**	387,011	—16.9	170,884	57,532	93,306	0	2,602,749	12.4
56	AmeriTrust Co., Cleveland	**318,804**	207,042	+54.0	8,862	142,354	167,588	0	3,201,571	10.0
57	Fidelity Bank, Philadelphia	**307,702**	357,690	—14.0	45,836	111,774	117,180	32,912	1,649,280	18.7
58	Bank Leumi Trust Co., New York	**299,807**	208,827	+43.6	49,876	37,212	212,719	0	1,128,082	26.6
59	California First Bank, San Francisco	**297,449**	256,211	+16.1	12,692	57	284,362	338	2,930,388	10.2
60	First National Bank, Baltimore	**297,313**	263,423	+12.9	27,372	45,343	224,598	0	1,383,452	21.5
61	Industrial Bank of Japan Trust Co., New York	**270,411**	246,527	+ 9.7	145,128	17,552	107,731	0	824,401	32.8
62	Shawmut Bank of Boston NA	**268,959**	260,377	+ 3.3	37,245	110,684	118,459	2,571	1,608,149	16.7
63	Lincoln First Bank NA, Rochester, N.Y.	**262,931**	195,184	+34.7	43,315	132,758	86,858	0	2,219,283	11.8
64	United States National Bank, Portland, Ore.	**257,660**	205,235	+25.5	3,914	236,682	7,943	9,121	3,018,840	8.5
65	Citizens & Southern National Bank, Atlanta	**251,072**	207,681	+20.9	9,599	211,442	26,129	3,902	2,978,607	8.4
66	First National Bank, Atlanta	**248,759**	210,912	+17.9	20,382	132,967	87,910	7,500	1,874,513	13.3
67	Mercantile National Bank, Dallas	**240,400**	250,963	— 4.2	52,894	83,581	103,465	460	3,077,569	7.8
68	Israel Discount Bank of New York	**238,156**	229,339	+ 3.8	10,200	41,609	155,205	31,142	545,821	43.6
69	Daiwa Bank Trust Co., New York	**234,336**	231,401	+ 1.3	84,275	66,315	83,746	0	284,234	82.4
70	American Security Bank NA, Washington, D.C.	**234,199**	207,206	+13.0	127,449	62,224	44,481	45	1,718,995	13.6
71	Southeast Bank NA, Miami	**223,337**	259,314	—13.9	108,068	85,560	28,836	873	3,326,928	6.7
72	National City Bank, Cleveland	**216,124**	122,108	+77.0	15,338	151,654	49,132	0	1,727,249	12.5
73	American National Bank & Trust Co., Chicago	**215,632**	164,473	+31.1	3,095	64,520	148,017	0	1,340,591	16.1
74	Bank of Hawaii, Honolulu	**201,184**	235,857	—14.7	10,027	47,995	99,235	43,927	1,719,323	11.7
75	Maryland National Bank, Baltimore	**193,821**	197,814	— 2.0	2,889	59,703	130,281	948	1,936,356	10.0
76	Union Trust Co., Baltimore	**181,771**	59,273	+206.7	45,025	127,325	9,421	0	865,324	21.0
77	Indiana National Bank, Indianapolis	**176,066**	168,694	+ 4.4	16,161	145,031	12,674	2,200	1,402,844	12.6
78	First National State Bank of N.J., Newark	**171,312**	142,809	+20.0	36,601	102,392	32,319	0	1,314,588	13.0
79	First Union National Bank, Charlotte, N.C.	**158,603**	202,617	—21.7	33,856	66,800	57,930	17	2,691,048	5.9
80	Central National Bank, Cleveland	**155,069**	141,005	+10.0	23,463	60,431	67,125	4,050	1,008,860	15.4
81	American Fletcher National B & T Co., Indianapolis	**153,605**	164,691	— 6.7	26,030	54,338	68,415	4,822	1,400,259	11.0
82	Arizona Bank, Phoenix	**152,404**	156,283	— 2.5	22,230	64,490	65,684	0	1,604,323	9.5
83	Bank of Virginia, Richmond	**151,075**	59,134	+155.5	47,108	29,375	74,592	0	1,951,907	7.7
84	Banco de Bogota Trust Co., New York	**142,710**	134,517	+ 6.1	9,733	83,753	43,354	5,870	151,118	94.4
85	RepublicBank Houston NA	**140,394**	163,852	—14.3	2,420	38,768	99,206	0	1,018,500	13.8
86	Midlantic National Bank, Newark, N.J.	**127,820**	105,043	+21.7	36,687	65,811	19,172	6,150	1,227,020	10.4
87	Equibank, Pittsburgh	**123,080**	66,544	+85.0	4,469	64,623	53,988	0	1,487,242	8.3
88	First Tennessee Bank NA, Memphis	**120,901**	104,666	+15.5	2,916	24,853	93,132	0	1,008,059	12.0
89	Provident National Bank, Philadelphia	**116,461**	162,923	—28.5	11,003	42,060	62,798	600	1,472,207	7.9
90	Flagship National Bank, Miami	**116,054**	121,394	— 4.4	36,191	50,392	29,471	0	452,518	25.6
91	BancOhio National Bank, Columbus	**114,207**	44,314	+157.7	16,600	75,800	21,807	0	2,925,346	3.9
92	Connecticut National Bank, Hartford	**113,408**	96,055	+18.1	78,519	13,508	21,381	0	2,184,573	5.2
93	First Interstate Bank of Oregon NA, Portland	**112,422**	57,464	+95.6	15,458	50,462	44,242	2,260	2,603,028	4.3
94	First Interstate Bank of Arizona NA, Phoenix	**110,600**	36,369	+204.1	5,000	77,320	28,280	0	2,699,970	4.1
95	National Bank of Washington, D.C.	**103,964**	128,393	—19.0	47,012	34,005	21,820	1,127	599,852	18.6
96	Bank of the Southwest NA, Houston	**101,782**	93,686	+ 8.6	1,276	61,940	38,566	0	1,515,152	6.7
97	Society National Bank, Cleveland	**100,259**	81,603	+22.9	27,628	49,182	23,369	80	956,297	10.5
98	City National Bank, Detroit	**98,789**	107,068	— 7.7	34,447	26,963	37,379	0	574,547	17.2
99	La Salle National Bank, Chicago	**97,886**	95,347	+ 2.7	48,000	35,407	1,367	13,112	724,185	13.5
100	Commerce Union Bank, Nashville, Tenn.	**92,410**	68,313	+35.3	14,855	54,014	23,541	0	763,983	12.1

(a)—Total loans to foreigners is the sum of: loans to foreign governments; loans to foreign banks-including loans to the U.S. branches and agencies of foreign banks; loans to foreign businesses; and loans to other foreigners. Loans to other foreigners include: loans to brokers and dealers in securities and other loans for purchasing and carrying securities that were booked in the bank's foreign offices; loans to other foreign financial institutions; and all other loans to foreigners. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies The 1981 data have been restated for commercial bank mergers in 1982. (b)—Excludes unearned income. But, the "reserve for possible loan losses" has not been netted out.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Farm Lending (a)

As of December 31, 1982

(in thousands of dollars)

Farm Lending Rank 12/31/82	Name of Bank, City, State	—Total Farm Loans— 12/31/82	12/31/81	% Change in Farm Lending	Breakdown of Farm Lending 12/31/82: Real Estate Loans secured by Farmland	Loans to Finance Ag. Prod.	Total Loans Gross (b) 12/31/82	Ratio Farm to Total %
1	Bank of America NT&SA, San Francisco	2,324,758	2,215,127	+ 4.9	417,373	1,907,385	72,085,886	3.2
2	Crocker National Bank, San Francisco	570,658	481,117	+ 18.6	5,879	564,779	16,047,926	3.6
3	Citibank NA, New York	557,000	492,343	+ 13.1	2,000	555,000	68,824,000	0.8
4	Security Pacific National Bank, Los Angeles	523,783	471,736	+ 11.0	16,188	507,595	22,284,725	2.4
5	Wells Fargo Bank NA, San Francisco	480,758	382,821	+ 25.6	33,134	447,624	16,958,084	2.8
6	Valley National Bank of Arizona, Phoenix	310,799	317,214	— 2.0	9,818	300,981	4,270,896	7.3
7	Morgan Guaranty Trust Co., New York	190,384	66,408	+186.7	0	190,384	28,911,372	0.7
8	Rainier National Bank, Seattle	180,262	170,114	+ 6.0	4,952	175,310	3,540.696	5.1
9	First Interstate Bank of California, Los Angeles	143,285	126,642	+ 13.1	2,357	140,928	12,315,905	1.2
10	Seattle-First National Bank	139,018	133,578	+ 4.1	10,976	128,042	7,009,823	2.0
11	Idaho First National Bank, Boise	137,367	127,739	+ 7.5	174	137,193	1,294,261	10.6
12	First National Bank & Trust Co., Oklahoma City	123,313	139,861	— 11.8	0	123,313	1,500,808	8.2
13	Chase Manhattan Bank NA, New York	111,818	142,013	— 21.3	868	110,950	52,856,490	0.2
14	First Interstate Bank of Arizona NA, Phoenix	111,064	107,814	+ 3.0	52	111,012	2,699,970	4.1
15	First Interstate Bank of Oregon NA, Portland	103,936	128,538	— 19.1	257	103,679	2,603,028	4.0
16	United States National Bank, Portland, Ore	100,708	94,540	+ 6.5	5,556	95,152	3,018,840	3.3
17	First Bank of South Dakota NA, Sioux Falls	100,703	90,744	+ 11.0	1,557	99,146	436,632	23.1
18	First National Bank, Aberdeen, S.D	92,787	75,268	+ 23.3	1,431	91,356	210,257	44.1
19	First Security National B & T Co., Lexington, Ky	92,450	81,903	+ 12.9	7,201	85,249	464,436	19.9
20	American Bank & Trust Co., Reading, Pa	91,477	89,891	+ 1.8	34,839	56,638	1,321,991	6.9
21	First National Bank, Chicago	91,106	31,221	+191.8	1,441	89,665	21,359,745	0.4
22	Norwest Bank Sioux Falls NA, S.D	90,727	90,011	+ 0.8	2,231	88,496	299,650	30.3
23	First National Bank, Amarillo, Tex	88,466	52,422	+ 68.8	2,239	86,227	578,882	15.3
24	First Security Bank of Idaho NA, Boise	86,248	74,472	+ 15.8	11,912	74,336	914,993	9.4
25	Bank of Stockton, Calif	84,272	83,505	+ 0.9	14,447	69,825	267,288	31.5
26	Old National Bank, Spokane, Wash	84,092	69,163	+ 21.6	35,736	48,356	792,679	10.6
27	Manufacturers Hanover Trust Co., New York	74,126	51,081	+ 45.1	0	74,126	40,336,037	0.2
28	Commonwealth National Bank, Harrisburg, Pa	74,116	65,953	+ 12.4	33,410	40,706	745,647	9.9
29	Peoples National Bank, Seattle	73,400	78,598	— 6.6	3,825	69,575	983,782	7.5
30	Omaha National Bank, Neb	69,467	35,419	+ 96.1	3	69,464	418,225	16.6
31	Bank of California NA, San Francisco	69,377	48,664	+ 42.6	1,252	68,125	2,567,420	2.7
32	Hamilton Bank, Lancaster, Pa	67,391	57,605	+ 17.0	35,403	31,988	1,265,648	5.3
33	Continental Illinois National B & T Co., Chicago	65,088	129,739	— 49.8	0	65,088	31,954,106	0.2
34	Norwest Bank Minneapolis NA	64,679	40,032	+ 61.6	278	64,401	2,983,123	2.2
35	BancOhio National Bank, Columbus	64,229	65,601	— 2.1	22,186	42,043	2,925,346	2.2
36	Morgan Bank Delaware, Wilmington	62,367	-----	----	0	62,367	906,815	6.9
37	First Security Bank of Utah NA, Ogden	60,555	41,051	+ 47.5	6,218	54,337	1,339,597	4.5
38	Texas American Bank/Fort Worth NA	53,630	48,306	+ 11.0	121	53,509	1,347,323	4.0
39	First Interstate Bank of Idaho NA, Boise	52,178	27,408	+ 90.4	568	51,610	413,557	12.6
40	RepublicBank Dallas NA	51,500	47,550	+ 8.3	4,461	47,039	6,722,804	0.8
41	Chemical Bank, New York	49,259	30,972	+ 59.0	2,871	46,388	28,303,794	0.2
42	Branch Banking & Trust Co., Wilson, N.C	48,504	40,132	+ 20.9	19,100	29,404	749,744	6.5
43	Oneida National Bank, Utica, N.Y	47,585	46,126	+ 3.2	9,947	37,638	434,512	11.0
44	Lloyds Bank California, Los Angeles	46,975	42,258	+ 11.2	1,238	45,737	1,815,535	2.6
45	First National Bank & Trust Co., Lincoln, Neb	46,850	37,239	+ 25.8	1,107	45,743	319,961	14.6
46	Deposit Guaranty National Bank, Jackson, Miss	43,203	30,315	+ 52.4	16,509	29,694	1,002,544	4.6
47	Colorado National Bank, Denver	45,858	36,592	+ 25.3	3,095	42,763	758,984	6.0
48	Amarillo National Bank, Tex	42,740	37,516	+ 13.9	521	42,219	346,483	12.3
49	First National Bank, Shreveport, La	42,590	41,662	+ 2.2	31,043	11,547	367,799	11.6
50	InterFirst Bank Dallas NA	42,027	55,762	— 24.6	12,208	29,819	6,722,187	0.6
51	First Victoria National Bank, Tex	40,065	36,051	+ 11.1	1,794	38,271	150,075	26.7
52	NCNB National Bank of North Carolina, Charlotte	39,964	33,164	+ 20.5	3,842	36,122	3,943,657	1.0
53	IntraWest Bank of Denver NA	37,872	42,797	— 11.5	1,108	36,764	1,148,421	3.3
54	National Bank of Commerce T & S Assn., Lincoln, Neb	36,769	37,253	— 1.3	87	36,682	206,935	17.8
55	First National Bank, Lubbock, Tex	36,151	39,837	— 9.3	1,467	34,684	276,158	13.1
56	Grenada Bank, Miss	36,000	35,490	+ 1.4	7,721	28,279	238,437	15.1
57	Bank of Hawaii, Honolulu	35,185	24,951	+ 41.0	6,840	28,345	1,719,323	2.0
58	First-Wichita National Bank, Wichita Falls, Tex	34,175	43,456	— 21.4	2,168	32,007	225,847	15.1
59	First National Bank, Boston	34,141	61,125	— 44.1	0	34,141	8,572,227	0.4
60	First Interstate Bank of Washington NA, Seattle	32,750	28,048	+ 16.8	1,709	31,041	1,278,108	2.6
61	Security National Bank, Sioux City, Iowa	32,563	22,536	+ 44.5	48	32,515	120,897	26.9
62	Shawmut Bank of Boston NA	31,781	26,329	+ 20.7	0	31,781	1,608,149	2.0
63	RepublicBank Lubbock NA, Tex	31,687	28,997	+ 9.3	407	31,280	255,830	12.4
64	Mercantile National Bank, Dallas	31,657	21,093	+ 50.1	13,892	17,765	3,077,569	1.0
65	United Bank of Denver NA	30,028	19,256	+ 55.9	4,903	25,125	1,354,243	2.2
66	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C	30,027	31,535	— 4.8	7,674	22,353	3,367,688	0.9
67	Marine Midland Bank NA, Buffalo, N.Y	30,023	28,024	+ 7.1	3,172	26,851	11,995,848	0.3
68	Bankers Trust Co., Des Moines, Iowa	29,900	23,140	+ 29.2	1,833	28,067	323,349	9.2
69	Virginia National Bank, Norfolk	29,327	27,338	+ 7.3	9,972	19,355	1,990,855	1.5
70	Huntington National Bank, Columbus, Ohio	28,914	30,350	— 4.7	9,226	19,688	2,018,189	1.4
71	Frankenmuth Bank & Trust, Mich	28,813	15,478	+ 86.2	3,291	25,522	169,876	17.0
72	First National Bank of the Black Hills, Rapid City, S.D	27,967	24,428	+ 14.5	89	27,878	197,442	14.2
73	First Union National Bank, Charlotte, N.C	27,511	21,966	+ 25.2	3,377	24,134	2,691,048	1.0
74	Bank of Oklahoma NA, Tulsa	27,219	15,060	+ 80.7	721	26,498	910,271	3.0
75	Exchange National Bank, Chicago	26,890	43,111	— 37.6	1,697	25,193	630,034	4.3
76	Corpus Christi National Bank, Tex	26,562	20,954	+ 26.8	6,457	20,105	360,132	7.4
77	First National Bank, Minneapolis	26,260	25,000	+ 5.0	0	26,260	2,626,243	1.0
78	Security Bank NA, Billings, Mont	25,917	19,663	+ 31.8	128	25,789	154,640	16.8
79	United States National Bank, Omaha, Neb	24,514	17,530	+ 39.8	0	24,514	263,737	9.3
80	Northwestern Bank, North Wilkesboro, N.C	24,451	24,705	— 1.0	10,948	13,503	1,105,102	2.2
81	First National Bank, Jackson, Miss	23,913	11,094	+115.5	4,821	19,092	676,794	3.5
82	Peoples Bank & Trust Co., Rocky Mount, N.C	23,862	22,045	+ 8.2	2,427	21,435	268,125	8.9
83	Bank of Mississippi, Tupelo	23,131	15,971	+ 44.8	9,959	13,172	258,241	9.0
84	United Carolina Bank, Whiteville, N.C	23,080	24,097	— 4.2	9,102	13,978	480,277	4.8
85	Idaho Bank & Trust Co., Pocatello	22,601	18,225	+ 24.0	613	21,988	232,247	9.7
86	First-Citizens Bank & Trust Co., Raleigh, N.C	22,407	22,397	+ 0.1	7,717	14,690	751,505	3.0
87	First National Bank & Trust Co., Kalamazoo, Mich	22,363	26,861	— 16.7	11,570	10,793	322,881	6.9
88	Key Bank of Northern New York NA, Watertown	22,237	22,654	— 1.8	2,550	19,687	211,714	10.5
89	Fourth National Bank & Trust Co., Wichita, Kan	22,192	16,957	+ 30.9	954	21,238	469,889	4.7
90	California First Bank, San Francisco	21,323	17,567	+ 21.4	2,071	19,252	2,930,388	0.7
91	Exchange Bank & Trust Company of Florida, Tampa	20,945	23,815	— 12.1	6,338	14,607	626,257	3.3
92	Citizens Fidelity Bank & Trust Co., Louisville, Ky	20,708	10,697	+ 93.6	22	20,686	1,177,900	1.8
93	National Bank & Trust Co., Norwich, N.Y	20,504	20,023	+ 2.4	4,736	15,768	160,859	12.7
94	Commerce Union Bank, Nashville, Tenn	20,200	19,813	+ 2.0	14,981	5,219	763,983	2.6
95	Central Bank, Monroe, La	19,474	13,428	+ 45.0	16,327	3,147	234,317	8.3
96	United Virginia Bank, Richmond	18,319	17,525	+ 4.5	5,606	12,713	3,033,216	0.6
97	Citizens & Southern National Bank, Atlanta	18,257	22,001	— 17.0	5,622	12,635	2,978,607	0.6
98	First National Bank, Wichita, Kan	17,260	11,322	+ 52.4	726	16,534	243,675	7.1
99	Key Bank NA, Albany, N.Y	17,207	14,999	+ 14.7	2,211	14,996	671,549	2.6
100	F & M Marquette Naticnal Bank, Minneapolis	16,777	1,498	+1,020.0	2,794	13,983	882,730	9

(a)—Total farm lending is the sum of real estate loans secured by farmland plus loans to finance agricultural production. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies. The 1981 data have been restated for commercial bank mergers in 1982.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Real Estate Lending (a)

As of December 31, 1982

(in thousands of dollars)

Real Estate Lending Rank 12/31/82	Name of Bank, City, State	—Total Real Estate Loans— 12/31/82	12/31/81	% Change in Real Estate Lending	Breakdown of Real Estate Lending 12/31/82 Loans secured by Real Estate	Loans to REITS and Mortgage Cos.	Total Loans Gross (b) 12/31/82	Ratio of Real Estate to Total %
1	Bank of America NT&SA, San Francisco	20,965,162	20,280,585	+ 3.4	20,755,873	209,289	72,085,886	29.1
2	Citibank NA, New York	10,350,000	9,679,607	+ 6.9	10,240,000	110,000	68,824,000	15.0
3	Security Pacific National Bank, Los Angeles	7,102,392	6,761,472	+ 5.0	6,860,487	241,905	22,284,725	31.9
4	Wells Fargo Bank NA, San Francisco	6,833,541	7,074,148	— 3.4	6,717,999	115,542	16,958,084	40.3
5	Crocker National Bank, San Francisco	5,455,739	5,265,810	+ 3.6	5,223,964	231,775	16,047,928	34.0
6	Chase Manhattan Bank NA, New York	5,322,406	5,333,908	— 0.2	5,150,097	172,309	52,856,490	10.1
7	First Interstate Bank of Calif., Los Angeles	3,881,852	3,792,111	+ 2.4	3,765,715	116,137	12,315,905	31.5
8	Manufacturers Hanover Trust Co., New York	3,293,111	2,616,150	+25.9	2,814,254	478,857	40,336,037	8.2
9	Continental Illinois NB&T Co., Chicago	3,232,988	2,737,518	+18.1	3,214,599	18,389	31,954,106	10.1
10	Chemical Bank, New York	3,070,173	2,993,166	+ 2.6	2,848,998	221,175	26,303,794	10.8
11	First National Bank, Chicago	2,913,116	2,648,892	+10.0	2,566,584	346,532	21,359,745	13.6
12	RepublicBank Dallas NA	1,889,962	1,302,317	+45.1	1,656,329	233,633	6,722,804	28.1
13	Bank of New York	1,567,223	1,724,860	— 3.3	1,665,454	1,769	7,457,072	22.4
14	Seattle-First National Bank	1,530,131	1,402,622	+ 9.1	1,513,937	16,194	7,009,823	21.8
15	InterFirst Bank Dallas NA	1,432,148	1,077,152	+33.0	1,329,577	102,571	6,722,187	21.3
16	Mellon Bank NA, Pittsburgh	1,396,425	1,190,856	+17.3	1,395,976	449	11,116,154	12.6
17	Valley National Bank of Arizona, Phoenix	1,340,882	1,243,799	+ 7.8	1,314,051	26,831	4,270,896	31.4
18	Union Bank, Los Angeles	1,322,654	1,374,568	— 3.8	1,287,416	35,238	4,302,074	30.7
19	Marine Midland Bank NA, Buffalo, N.Y.	1,290,444	1,328,729	— 2.9	1,281,771	8,673	11,895,848	10.8
20	Southeast Bank NA, Miami	1,105,788	968,516	+14.2	1,062,697	43,091	3,326,928	33.2
21	California First Bank, San Francisco	1,093,086	1,032,468	+ 5.9	1,092,435	651	2,930,388	37.3
22	First Interstate Bank of Oregon NA, Portland	1,050,427	1,073,511	— 2.2	1,037,517	12,910	2,603,028	40.4
23	Old Stone Bank, Providence, R.I.	1,006,867	866,704	+16.2	1,006,691	176	1,454,399	69.2
24	Rainier National Bank, Seattle	1,004,974	878,813	+14.4	964,467	40,507	3,540,696	28.4
25	Manufacturers National Bank, Detroit	985,376	1,061,282	— 7.2	973,798	11,578	2,602,749	37.9
26	United States National Bank, Portland, Ore.	979,308	965,672	+ 1.4	969,315	9,993	3,018,840	32.4
27	Bankers Trust Co., New York	965,365	932,989	+ 3.5	905,242	60,123	20,121,631	4.8
28	United Virginia Bank, Richmond	929,334	838,121	+10.9	917,453	11,881	3,033,216	30.6
29	BancOhio National Bank, Columbus	923,356	898,529	+ 2.8	905,411	17,945	2,925,346	31.6
30	Morgan Guaranty Trust Co., New York	922,756	626,920	+47.2	889,040	33,716	28,911,372	3.2
31	AmeriTrust Co., Cleveland	893,847	911,353	— 1.9	861,294	32,553	3,201,571	27.9
32	Mercantile National Bank, Dallas	873,196	665,214	+31.3	786,079	87,117	3,077,569	28.4
33	Huntington National Bank, Columbus, Ohio	850,903	734,327	+15.9	850,335	568	2,018,189	42.2
34	Maryland National Bank, Baltimore	814,530	855,254	— 4.8	771,641	42,889	1,936,356	42.1
35	Virginia National Bank, Norfolk	781,923	724,431	+ 7.9	781,475	448	1,990,855	39.3
36	Lincoln First Bank NA, Rochester, N.Y.	780,133	774,654	+ 0.7	772,803	7,330	2,219,283	35.2
37	NCNB National Bank of North Carolina, Charlotte	772,154	663,237	+16.4	770,609	1,545	3,943,657	19.6
38	First Interstate Bank of Arizona NA, Phoenix	765,280	774,376	— 1.2	761,645	3,635	2,699,970	28.3
39	Bank of California NA, San Francisco	762,334	760,920	+ 0.2	755,880	6,454	2,567,420	29.7
40	Frist National Bank, Boston	748,591	621,982	+20.4	687,451	61,140	8,572,227	8.7
41	National Bank of Detroit	745,560	1,077,011	—30.8	656,848	88,712	5,336,451	14.0
42	First Interstate Bank of Washington NA, Seattle	740,138	363,493	+103.6	729,445	10,693	1,278,108	57.9
43	Wachovia Bk & Tr Co. NA, Winston Salem, N.C.	735,359	624,188	+17.8	728,969	6,390	3,367,688	21.8
44	Fidelity Union Bank, Newark, N.J.	734,043	675,373	+ 8.7	716,418	17,625	1,690,145	43.4
45	Connecticut National Bank, Hartford	728,792	681,183	+ 7.0	727,479	1,313	2,184,573	33.4
46	F & M Marquette National Bank, Minneapolis	722,527	25,447	+2,739.3	718,590	3,937	882,730	81.9
47	Irving Trust Co., New York	715,710	617,452	+15.9	666,546	49,164	8,681,101	8.2
48	Citizens & Southern National Bank, Atlanta	711,781	632,114	+12.6	709,020	2,761	2,978,607	23.9
49	Arizona Bank, Phoenix	699,091	558,666	+25.1	678,590	20,501	1,604,323	43.6
50	Philadelphia National Bank	694,222	545,966	+27.2	691,009	3,213	2,801,288	24.8
51	National Bank of North America, New York	684,534	565,702	+21.0	614,421	70,113	4,081,739	16.8
52	Pittsburgh National Bank	680,061	689,965	— 1.4	642,575	37,486	3,268,259	20.8
53	First Secuirty Bank of Utah NA, Ogden	677,147	609,351	+11.1	671,958	5,189	1,339,597	50.5
54	First Union National Bank, Charlotte, N.C.	674,507	466,793	+44.5	671,184	3,323	2,691,048	25.1
55	Comerica Bank-Detroit	664,628	757,741	—12.3	659,645	4,983	2,384,684	27.9
56	First & Merchants National Bank, Richmond	661,749	649,001	+ 2.0	659,268	2,481	1,705,981	38.8
57	Bank of Hawaii, Honolulu	650,106	611,124	+ 6.4	648,695	1,411	1,719,323	37.8
58	Texas Commerce Bank NA, Houston	590,502	450,008	+31.2	351,113	239,389	5,090,913	11.6
59	Sumitomo Bank of California, San Francisco	588,667	610,601	— 3.6	588,667	0	1,698,246	34.7
60	Riggs National Bank, Washington, D.C.	584,562	613,238	— 4.7	537,384	47,178	1,626,875	35.9
61	Connecticut Bank & Trust Co. NA, Hartford	583,259	566,148	+ 3.0	581,659	1,600	2,149,038	27.1
62	First Hawaiian Bank, Honolulu	580,790	549,188	+ 5.8	570,942	9,848	1,195,116	48.6
63	First Interstate Bank of Nevada NA, Reno	570,025	529,736	+ 7.6	567,109	2,916	1,117,792	51.0
64	Fleet National Bank, Providence, R.I.	552,139	596,805	— 7.5	551,358	781	1,869,615	29.5
65	Equitable Bank NA, Baltimore	551,261	606,478	— 9.1	551,237	24	1,178,369	46.8
66	American Security Bank NA, Washington, D.C.	542,921	477,872	+13.6	522,401	20,520	1,718,995	31.6
67	European-American Bank & Trust Co., New York	537,274	343,042	+56.6	531,924	5,350	3,662,945	14.7
68	American Fletcher NB&T Co., Indianapolis	524,247	489,972	+ 7.0	522,548	1,699	1,400,259	37.4
69	Imperial Bank, Los Angeles	524,193	514,304	+ 1.9	519,366	4,827	1,036,613	50.6
70	Equibank, Pittsburgh	522,486	718,378	—27.3	522,486	0	1,487,242	35.1
71	American Bank & Trust Co., Reading, Pa.	521,630	547,103	— 4.7	521,630	0	1,321,991	39.5
72	United Bank of Denver NA	519,445	433,819	+19.7	497,627	21,818	1,354,243	38.4
73	Bank of Virginia, Richmond	510,165	483,066	+ 5.6	509,101	1,064	1,951,907	26.1
74	United Jersey Bank, Hackensack	497,171	480,910	+ 3.4	491,646	5,525	953,153	52.2
75	Harris Trust & Savings Bank, Chicago	478,049	472,784	+ 1.1	474,704	3,345	3,763,393	12.7
76	Hamilton Bank, Lancaster, Pa.	476,420	512,874	— 7.1	476,226	194	1,265,648	37.6
77	Michigan National Bank, Detroit	475,417	491,006	— 3.2	472,987	2,430	1,245,720	38.2
78	National City Bank, Cleveland	473,581	466,686	+ 1.5	464,001	9,580	1,727,249	27.4
79	First Wisconsin National Bank, Milwaukee	465,426	424,981	+ 9.5	462,506	2,920	2,172,192	21.4
80	Lloyds Bank, Los Angeles	461,346	528,535	—12.7	444,455	16,891	1,815,535	25.4
81	First National Bank, Baltimore	460,651	476,413	— 3.3	453,448	7,203	1,383,452	33.3
82	Fidelity Bank, Philadelphia	457,932	515,805	—11.2	409,373	48,559	1,649,280	27.8
83	Northwestern Bank, North Wilkesboro, N.C.	452,353	443,456	+ 2.0	449,469	2,884	1,105,102	40.9
84	First Pennsylvania Bank NA, Philadelphia	443,295	534,337	—17.0	436,041	7,254	2,880,727	15.4
85	Hibernia Bank, San Francisco	435,665	442,516	— 1.5	432,650	3,015	630,724	69.1
86	First Security Bank of Idaho NA, Boise	420,930	361,017	+16.6	420,890	40	914,993	46.0
87	Provident National Bank, Philadelphia	410,263	412,334	— 0.5	395,075	15,188	1,472,207	27.9
88	Atlantic National Bank, Jacksonvillie, Fla.	401,273	394,209	+ 1.8	376,725	24,548	1,045,276	38.4
89	Texas American Bank/Fort Worth NA	392,775	267,999	+46.6	379,935	12,840	1,347,323	29.2
90	First National Bank, Minneapolis	391,485	372,241	+ 5.2	325,602	65,883	2,626,243	14.9
91	Union Trust Co., Stamford, Conn.	387,139	388,761	— 0.4	387,139	0	843,335	45.9
92	Suburban Bank, Bethesda, Md.	381,224	409,092	— 6.8	379,122	2,102	693,486	55.0
93	Midlantic National Bank, Newark, N.J.	374,653	295,877	+26.6	343,924	30,729	1,227,020	30.5
94	Bank of the Commonwealth, Detroit	373,839	411,590	— 9.2	363,491	10,348	577,608	64.7
95	First City National Bank, Houston	362,884	443,068	—18.1	259,053	103,831	5,284,348	6 9
96	First National Bank, St. Paul, Minn.	361,792	344,977	+ 4.9	352,194	9,598	1,668,682	21.7
97	Norwest Bank Minneapolis NA	361,555	347,865	+ 3.9	347,215	14,340	2,983,123	12.1
98	RepublicBank Houston NA	359,241	250,028	+43.7	344,269	14,972	1,018,500	35.3
99	First National Bank, Louisville, Ky.	356,502	293,992	+21.3	245,731	110,771	1,362,735	26.2
100	InterFirst Bank Austin NA, Tex.	352,238	235,860	+49.3	349,607	2,631	660,628	53.3

(a)—Total real estate loans is the sum of loans secured by real estate plus loans to real estate investment trusts and mortgage companies. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies. The 1981 data have been restated for commercial bank mergers in 1982. (b)—Includes unearned income. But, the "reserve for possible loan losses" has not been netted out.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Consumer Lending (a)

As of December 31, 1982

(in thousands of dollars)

Consumer Lending Rank 12/31/82	Name of Bank, City, State	Total Consumer Loans 12/31/82	Total Consumer Loans 12/31/81	% Change in Consumer Lending	Breakdown of Consumer Lending 12/31/82: Loans to Individual for household, family & other personal	Breakdown of Consumer Lending 12/31/82: 1-4 Family Mortgage Loans	Total Loans Gross (b) 12/31/82	Ratio of Consumer to Total%
1	Bank of America NT&SA, San Francisco	20,039,545	19,464,423	+ 3.0	8,404,835	11,634,710	72,085,886	27.8
2	Citibank NA, New York	9,501,000	9,705,260	— 2.1	6,478,000	3,023,000	68,824,000	13.8
3	Security Pacific National Bank, Los Angeles	7,651,689	7,301,760	+ 4.8	2,739,453	4,912,236	22,284,725	34.3
4	Wells Fargo Bank NA, San Francisco	6,028,843	6,157,645	— 2.1	1,831,236	4,197,607	16,958,084	35.6
5	Crocker National Bank, San Francisco	4,695,722	4,762,155	— 1.4	1,379,573	3,316,149	16,047,928	29.3
6	Chase Manhattan Bank NA, New York	4,518,782	4,693,615	— 3.7	3,451,462	1,067,320	52,856,490	8.5
7	First Interstate Bank of California, Los Angeles	3,548,568	3,353,263	+ 5.8	1,870,008	1,678,560	12,315,905	28.8
8	Chemical Bank, New York	2,876,442	2,753,957	+ 4.4	1,808,089	1,068,353	28,303,794	10.2
9	Marine Midland Bank NA, Buffalo, N.Y.	2,796,859	2,498,132	+12.0	2,143,064	653,795	11,995,848	23.3
10	First National Bank, Chicago	2,757,725	1,966,502	+40.2	1,937,357	820,368	21,359,745	12.9
11	Citibank (South Dakota) NA, Sioux Falls	2,713,112	2,334,559	+16.2	2,709,716	3,396	2,721,204	99.7
12	Manufacturers Hanover Trust Co., New York	2,337,738	2,060,613	+13.4	1,562,346	775,392	40,336,037	5.8
13	Continental Illinois National B & T Co., Chicago	2,222,350	2,553,983	—13.0	1,355,989	866,361	31,954,106	7.0
14	Valley National Bank of Arizona, Phoenix	2,012,151	1,988,584	+ 1.2	1,125,781	886,370	4,270,896	47.1
15	Citibank (New York State) NA, Buffalo	1,978,003	1,108,631	+78.4	1,931,109	46,894	2,041,542	96.9
16	Mellon Bank NA, Pittsburgh	1,687,611	1,788,392	— 5.6	926,446	761,165	11,116,154	15.2
17	United Virginia Bank, Richmond	1,556,160	1,471,798	+ 5.7	885,958	670,202	3,033,216	51.3
18	Seattle-First National Bank	1,475,101	1,645,268	—10.3	979,143	495,958	7,009,823	21.0
19	Southeast Bank NA, Miami	1,450,298	1,347,798	+ 7.6	860,582	589,716	3,326,928	43.6
20	Wachovia Bank & Trust Co., Winston-Salem., N.C.	1,367,413	1,141,917	+19.7	913,645	453,768	3,367,688	40.6
21	Bank of New York	1,339,762	1,307,003	+ 2.5	812,624	527,138	7,457,072	18.0
22	First Interstate Bank of Arizona NA, Phoenix	1,325,569	1,210,132	+ 9.5	837,935	487,634	2,699,970	49.1
23	NCNB National Bank of N.C., Charlotte	1,323,312	1,218,862	+ 8.6	971,797	351,515	3,943,657	33.6
24	Virginia National Bank, Norfolk	1,240,593	1,049,228	+18.2	822,325	418,268	1,990,855	62.3
25	First Interstate Bank of Oregon NA, Portland	1,162,465	1,239,433	— 6.2	458,491	703,974	2,603,028	44.7
26	BancOhio National Bank, Columbus	1,149,967	1,222,536	— 5.9	595,808	554,159	2,925,346	39.3
27	California First Bank, San Francisco	1,139,760	1,223,603	— 6.9	438,020	701,740	2,930,388	38.9
28	Rainier National Bank, Seattle	1,121,849	1,064,727	+ 5.4	630,277	491,572	3,540,696	31.7
29	Pittsburgh National Bank	1,100,530	1,054,731	+ 4.3	614,603	485,927	3,268,259	33.7
30	Citizens & Southern National Bank, Atlanta	1,080,295	1,059,733	+ 1.9	805,902	274,393	2,978,607	36.3
31	First Union National Bank, Charlotte, N.C.	1,058,940	932,082	+13.6	693,180	365,760	2,691,048	39.4
32	United States National Bank, Portland, Ore.	1,012,267	1,028,671	— 1.6	557,363	454,904	3,018,840	33.5
33	First & Merchants National Bank, Richmond	1,001,372	914,307	+ 9.5	538,091	463,281	1,705,981	58.7
34	Manufacturers National Bank, Detroit	989,077	1,071,346	— 7.7	298,629	690,448	2,602,749	38.0
35	AmeriTrust Co., Cleveland	906,258	916,315	— 1.1	455,892	450,366	3,201,571	28.3
36	Huntington National Bank, Columbus, Ohio	878,412	860,285	+ 2.1	476,100	402,312	2,018,189	43.5
37	Harris Trust & Savings Bank, Chicago	854,642	844,587	+ 1.2	508,039	346,603	3,763,393	22.7
38	Connecticut Bank & Trust Co. NA, Hartford	843,449	771,642	+ 9.3	448,688	394,761	2,149,038	39.2
39	Bank of Virginia, Richmond	834,215	782,323	+ 6.6	553,194	281,021	1,951,907	42.7
40	Connecticut National Bank, Hartford	832,754	781,227	+ 6.6	364,652	468,102	2,184,573	38.1
41	National Bank of Detroit	825,175	1,260,351	—34.5	260,736	564,439	5,336,451	15.5
42	Union Bank, Los Angeles	819,175	924,269	—11.4	576,172	243,003	4,302,074	19.0
43	Bank of California NA, San Francisco	762,945	814,752	— 6.4	303,034	459,911	2,567,420	29.7
44	National City Bank, Cleveland	755,555	790,981	— 4.5	414,964	340,591	1,727,249	43.7
45	First National Bank, Boston	751,054	806,201	— 6.8	523,056	227,998	8,572,227	8.8
46	Arizona Bank, Phoenix	735,851	718,539	+ 2.4	303,336	432,515	1,604,323	45.9
47	Bank of Hawaii, Honolulu	725,993	686,739	+ 5.7	397,415	328,578	1,719,323	42.2
48	Comerica Bank-Detroit	725,158	828,881	—12.5	220,478	504,680	2,384,684	30.4
49	First Interstate Bank of Washington NA, Seattle	713,732	413,583	+72.6	226,868	486,864	1,278,108	55.8
50	Lincoln First Bank NA, Rochester, N.Y.	710,408	793,223	—10.4	498,108	212,300	2,219,283	32.0
51	Maryland National Bank, Baltimore	691,177	960,303	—28.0	233,137	458,040	1,936,356	35.7
52	American Bank & Trust Co. of Pa., Reading	684,134	711,306	— 3.8	319,829	364,305	1,321,991	51.8
53	First National Bank, Atlanta	659,901	589,762	+11.9	545,667	114,234	1,874,513	35.2
54	Equitable Bank NA, Baltimore	653,009	660,467	— 1.1	364,959	288,050	1,178,369	55.4
55	Fidelity Union Bank, Newark, N.J.	640,513	617,945	+ 3.7	192,865	447,648	1,690,145	37.9
56	First Hawaiian Bank, Honolulu	630,574	641,964	— 1.8	246,396	384,178	1,195,116	52.8
57	European-American Bank & Trust Co., New York	625,928	586,816	+ 6.7	542,138	83,790	3,662,945	17.1
58	Banco Popular de Puerto Rico, San Juan	625,384	627,789	— 0.4	373,964	251,420	923,810	67.7
59	First Wisconsin National Bank, Milwaukee	623,218	641,642	— 2.9	355,076	268,142	2,172,192	28.7
60	First Interstate Bank of Nevada NA, Reno	603,068	582,350	+ 3.6	334,312	268,756	1,117,792	54.0
61	Lloyds Bank California, Los Angeles	602,619	703,791	—14.4	384,601	218,018	1,815,535	33.2
62	Philadelphia National Bank	601,066	619,319	— 2.9	176,439	424,627	2,801,288	21.5
63	American Fletcher National B & T Co., Indianapolis	596,653	572,859	+ 4.2	221,308	375,345	1,400,259	42.6
64	Atlantic National Bank, Jacksonville, Fla.	596,555	602,426	— 1.0	409,630	186,925	1,045,276	57.1
65	Provident National Bank, Philadelphia	595,318	636,998	— 6.5	329,820	265,498	1,472,207	40.4
66	RepublicBank Dallas NA	592,218	573,998	+ 3.2	388,105	204,113	6,722,804	8.8
67	Michigan National Bank, Lansing	576,666	594,356	— 3.0	432,473	144,193	1,223,172	47.1
68	National Bank of North America, New York	565,094	579,272	— 2.4	328,570	236,524	4,081,739	13.8
69	Indiana National Bank, Indianapolis	562,884	567,387	— 0.8	336,201	226,683	1,402,844	40.1
70	F&M Marquette National Bank, Minneapolis	553,977	34,708	+1,496.1	31,930	522,047	882,730	62.8
71	First Security Bank of Utah NA, Ogden	546,292	481,778	+13.4	235,720	310,597	1,339,597	40.8
72	First Virginia Bank, Falls Church	538,628	460,101	+17.1	372,641	165,987	545,121	98.8
73	Irving Trust Co., New York	533,849	470,879	+13.4	438,085	95,764	8,681,101	6.2
74	First Pennsylvania Bank NA, Philadelphia	532,935	589,816	— 9.6	376,570	156,365	2,880,727	18.5
75	Equibank, Pittsburgh	529,274	758,456	—30.2	368,170	161,104	1,487,242	35.6
76	Idaho First National Bank, Boise	519,104	515,408	+ 0.7	327,748	191,356	1,294,261	40.1
77	Riggs National Bank, Washington, D.C.	518,557	650,118	—20.2	247,078	271,479	1,626,875	31.9
78	Manufacturers & Traders Trust Co., Buffalo, N.Y.	510,989	542,420	— 5.8	352,906	158,083	1,095,011	46.7
79	Citizens Commercial & Savings Bank, Flint, Mich.	503,001	505,315	— 0.5	257,860	245,141	643,826	78.1
80	Union Trust Co., Stamford, Conn.	501,507	498,245	+ 0.7	257,329	244,178	843,335	59.5
81	Sun Bank NA, Orlando, Fla.	501,253	468,288	+ 7.0	355,722	145,531	918,292	54.6
82	Fidelity Bank, Philadelphia	481,043	477,165	+ 0.8	215,804	265,239	1,649,280	29.2
83	Society National Bank, Cleveland	480,787	497,975	— 3.5	258,660	222,127	956,297	50.3
84	First Security Bank of Idaho NA, Boise	478,098	454,649	+ 5.2	200,402	277,696	914,993	52.3
85	First National Bank, Baltimore	475,943	602,923	—21.1	205,038	270,905	1,383,452	34.4
86	Northwestern Bank, North Wilkesboro, N.C.	475,718	523,461	— 9.1	312,528	163,190	1,105,102	43.0
87	Zions First National Bank, Salt Lake City	471,359	442,346	+ 6.6	316,791	154,568	990,683	47.6
88	First City National Bank, Houston	471,112	376,059	+25.3	418,989	52,123	5,284,384	8.9
89	Hamilton Bank, Lancaster, Pa.	455,955	519,438	—12.2	171,789	284,166	1,265,648	36.0
90	Fleet National Bank, Providence, R.I.	448,164	561,201	—20.1	233,996	214,168	1,869,615	24.0
91	Wilmington Trust Co., Del.	443,052	431,926	+ 2.6	221,862	221,190	767,759	57.7
92	Old Stone Bank, Providence, R.I.	436,805	461,516	— 5.4	90,078	346,727	1,454,399	30.0
93	Union National Bank, Pittsburgh	436,563	432,498	+ 0.9	209,105	227,458	723,475	60.3
94	First National Bank, Birmingham, Ala.	430,369	371,499	+15.8	297,510	132,859	1,034,599	41.6
95	Bankers Trust of South Carolina, Columbia	427,210	387,992	+10.1	264,975	162,235	664,616	64.3
96	Bank One of Columbus NA, Ohio	423,412	476,496	—11.1	348,376	75,036	765,892	55.3
97	Barnett Bank of South Florida NA, Miami	422,694	294,506	+43.5	348,691	74,003	812,997	52.0
98	Shawmut Bank of Boston	422,254	363,913	+16.0	264,878	157,376	1,608,149	26.3
99	South Carolina National Bank, Columbia	421,425	430,474	— 2.1	347,504	73,921	824,716	51.1
100	Norwest Bank Minneapolis NA	418,267	398,635	+ 4.9	201,534	216,733	2,983,123	14.0

(a)—Total consumer loans is the sum of loans to individuals for household, family, and other personal expenditures plus 1-4 family mortgage loans. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies. The 1981 data have been restated for commercial bank mergers in 1982.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Citibank, Bank of America Are Top Lenders in American Banker Survey

Continued from page 1

Citibank's C&I loans accounted for 59.1% of its total gross loans of $68.8 billion at yearend 1982.

Following Citibank was Chase Manhattan Bank NA, New York, with $33.7 billion in C&I loans, up 13.23% from 1981, when it ranked third with $29.8 billion. Chase's commercial and industrial loan data have been corrected to reflect revisions reported to the American Banker by the bank after it discovered an error in its call report. (This error also affected the foreign lending table, and the data for this table were corrected as well.)

In third place was Bank of America with $31.7 billion in commercial and industrial loans, up only 3.15% from a year earlier, when it ranked second.

Bank of America was followed by Continental Illinois National Bank & Trust Co., Chicago, with $21.9 billion in these loans, and Manufacturers Hanover Trust Co., New York, with $21 billion.

Commercial and industrial loans are loans to business enterprises, including direct or purchased loans such as commercial paper or bankers' acceptances. For a more detailed explanation of the call report items used in the study, see the story on page 24.

Among the top 10 banks, Bankers Trust Co., New York, posted the largest increase in these loans, 23.56%, to remain in eighth place with $12.3 billion.

Overall, for the top 100 banks, C&I loans totaled $345.8 billion at yearend 1982, up 10.2% from a year earlier. These loans accounted for 49.8% of all loans made by the top 100 banks.

The largest gain in rank was posted by 75th-ranked Fidelity Union Bank, Newark, which jumped 48 places, from 123d for 1981. The gain is attributable to the merger of Fidelity Union Bank NA Garden State, Paramus, and Fidelity Union Bank NA Red Bank in April 1982.

Of the $344.3 billion in total commercial and industrial loans, approximately 62% were to U.S.-based businesses, and 38% went to foreign-based businesses.

Foreign Lending

Citibank, with $37.4 billion in loans to foreigners also was the largest lender in the foreign lending category. Over 73% of Citibank's foreign loans went to foreign business ($27.4 billion); 9%, or $3.4 billion, went to foreign governments and official institutions; 11.5%, or $4.3 billion, went to foreign banks; and 6% went to other foreigners.

The American Banker defines foreign loans as the sum of loans to foreign business, governments, banks, and all other foreigners.

Chase followed Citibank with $26.6 billion in foreign loans.

Bank of America ranks third with $26.4 billion in foreign loans. Manufacturers Hanover, with $20 billion, and Morgan Guaranty Trust Co., New York, with $18.4 billion, followed Bank of America in this lending category.

As a group, loans to foreigners totaled $228.8 billion for the top 100 banks, up 7.4% from a year earlier. Loans to foreign business accounted for 57.9%, or $132.4 billion of the total; loans to foreign governments were $33.1 billion, or 14.5%; loans to foreign banks totaled $50.8 billion, or 22.2%; and all other foreign loans stood at $12.4 billion, or 5.4%.

The largest percentage gains in foreign loans were posted by Union Trust Co., Baltimore, and First Interstate Bank of Arizona NA, Phoenix. Union Trust's foreign loans were up 206.7% to $181.8 million. The Baltimore bank ranked 76th at yearend. First Interstate's loans were up 204.1% to $110.6 million, and it ranks 94th.

The bank with the highest ratio of foreign loans to total loans is 84th-ranked Banco de Bogota Trust Co., New York, a U.S. commercial bank subsidiary of Banco de Bogota, Colombia. Over 94% of its $151.1 million loan portfolio, or $142.7 million, are foreign loans.

For the top 100 group, foreign loans accounted for 33.9% of all loans.

Farm Lending

Bank of America, with $2.3 billion in agricultural loans, was the top bank in farm lending. Its agricultural loan portfolio was more than four times larger than Crocker National Bank, San Francisco, the second largest farm lender with $570.7 million in these loans.

The bulk of Bank of America's loans — $1.9 billion — were loans to finance agricultural production, while the remainder — $417 million — were real estate loans secured by farmland.

Among the top 10 banks in the field, the largest percentage gain was posted by seventh-ranked Morgan Guaranty Trust Co., whose agricultural loans rose 186.7% to $190 million.

Overall, among the top 100 banks, the largest percentage gain was scored by 100th-ranked F&M Marquette National Bank, Minneapolis, whose loans were up 1,020%. This gain is attributable to its merger of Farmers & Mechanics Savings Bank, also in Minneapolis, in February 1982.

J.P. Morgan & Co. Inc., the parent holding company of Morgan Guaranty, also had another of its commercial bank subsidiaries in the listing. Morgan Bank Delaware, Wilmington, which was formed in December 1981 under the Financial Center Development Act, ranked 36th, with $62.4 million in farm loans.

For the top 100 banks, farm loans totaled $9.72 billion on Dec. 31, 1982, up 11.9% from $8.69 billion a year earlier. Of the total, $8.68 billion were loans to finance agricultural production, and $1.04 billion were real estate loans secured by farmland.

The bank with the highest ratio of farm loans to total loans was the 18th-ranked First National Bank, Aberdeen, S.D., with 44.1%, or $92.8 million, of its $210 million loan portfolio in farm loans.

For the group, farm loans accounted for only 1.8% of all loans made by the top 100 banks.

Real Estate Lending

Bank of America, with $21 billion in real estate loans, was also the top bank in this lending category. Its real estate loan portfolio was more than twice as large as Citibank's, the second largest real estate lender with $10.4 billion.

Almost all of Bank of America's real estate loans — $20.8 billion — are long- and medium-term loans secured by real estate. Only $209 million of the total are in the shorter-term loans to real estate investment trusts and mortgage companies.

Among the top 10 banks in real estate lending, Manufacturers Hanover Trust had the largest gain, 25.9%, to rank eighth with $3.3 billion.

Again, the largest gain overall was posted by F&M Marquette National Bank, which had a 2,739% increase in real estate loans to rank 46th, with $723 million.

For the top 100 banks, real estate loans totaled $135.3 billion, up 6.4% from a year earlier. Of the total, $130.9 billion were loans secured primarily by real estate, and the remainder, $4.4 billion, were loans to real estate investment trusts and mortgage companies.

The bank with the highest percentage of real estate loans in its portfolio was the 23d-ranked Old Stone Bank, Providence, R.I. The bank had 69.2%, or $1 billion, of its $1.45 billion loan portfolio in real estate loans. Old Stone, which converted from a savings bank to a commercial bank charter, has a stated strategy of investing in real estate and related assets.

For the top 100 group, real estate loans accounted for 20.1% of all loans.

Consumer Lending

The top-ranked commercial bank in lending to the consumer is Bank of America, with $20 billion in consumer loans. This is more than twice as much as runner-up Citibank, which has $9.5 billion in consumer loans.

The American Banker defines consumer loans as the sum of loans to individuals for household, family, and other personal expenditures, plus one- to four-family home mortgage loans.

However, it is important to remember that this listing shows only the consumer loans made by an individual commercial bank. For some banking organizations, such as Citicorp, the parent of Citibank, the consumer lending functions may by diversified in other bank subsidiaries and nonbank subsidiaries. For these organizations, therefore, consumer lending activity is understated.

For example, Citicorp, in addition to Citibank, had two other bank subsidiaries in the listing: 11th-ranked Citibank (South Dakota) NA, Sioux Falls, with $2.7 billion in consumer loans and 15th-ranked Citibank (New York State) NA, Buffalo, with $1.98

➤➤ Top Lenders: Page 35

Federal Home Loan Banks

Bonds

$500,000,000

10.80 % Series E-1988 Consolidated Bonds
Dated June 27, 1983 Non-Callable Due June 27, 1988
Interest Payable on December 27 and June 27
Price 100%
CUSIP #313388 LB 4

(Available in Book-Entry Form only; Minimum Amount of $10,000)

These Consolidated Bonds are the joint and several obligations of the Federal Home Loan Banks and are legal for investment by savings banks, insurance companies, trustees, and other fiduciaries under the laws of many states. The offering of these Bonds is made by the Federal Home Loan Banks through the Office of Finance with the assistance of a nationwide selling group of recognized dealers in securities.

Stephen P. Terry, *Director*
Austin C. Dowling, *Deputy Director*
Jean C. Chabot, *Manager*
Office of Finance, Federal Home Loan Banks
1700 G St., N.W., Washington, DC 20552

This announcement appears as a matter of record.

New Issue
June 22, 1983

The Markets

Money Market

Tuesday, June 21, 1983

Federal funds range.....9⅛%-9¼%
Prime rate (2/28/83).....10½%
Discount rate FRB of New York (12/14/82).....8½%
Call Loans on Securities:
To brokers on stock exchange collateral.....9¼%
To dealers on U. S. Gov't Securities.....N.A.
Bankers Accepts. offering rate—discount basis (6/21/83):
30 days—9.15 60 days—9.15 90 days—9.15
120 days—9.18 180 days—9.15
N.Y. City Banks' CDs — Highest Offering Rate (6/21/83)
14 days— 8⅞ 30 days— 8⅞ 60 days— 8⅞
90 days— 9.00 120 days— 9⅛ 150 days— 9⅛
180 days— 9¼ 270 days— 9¼ 360 days— 9¼
Dealer Comm'l paper—discount basis (6/21/83)
30 days—8⅝ 60 days—8⅝ 90 days—8¾
Comm'l Paper Directly Placed—Range disc. basis (6/21/83)
5-14 days—7-9 15-29 days—7-9¼
30-59 days—7-9¼ 60-89 days—7-9
90-179 days—7-9 180-270 days—7-9
Eurodollar Deposits—London bid (6/21/83)
Overnight—9⅛ 7 days—9¼
1 mos.—9⅜ 3 mos.—9 13/16
6 mos.—10 1/16 1 year—10⅜
NIBOR (6-month).....10¼
LIBOR (6-month).....10

Savings Rates

91-day time CD.....8.73%
6-month money market certificates*.....8.77%/9.02%
18-month small-saver certificates*.....9.65%/9.90%
*—Rates shown are commercial bank/thrift institution offering rates.

Futures Markets

3-Month Domestic CD Futures (IMM)+

Delivery Month	High	Low	Settlement	Change (a)	Yield (b)
June '83	90.67	90.50	90.67	+ 4	9.33
Sept '83	90.14	89.81	90.13	+17	9.87
Dec. '83	89.96	89.66	89.95	+18	10.05
Mar. '84	89.80	89.55	89.80	+16	10.20

As of the previous day's close; Total no. of contracts traded: 6,881; total open interest: 15,810; and change in open interest: +430

3-Month. T-Bill Futures (IMM)++

Delivery Month	High	Low	Settlement	Change (a)	Discount Yield (b)
Sept '83	90.80	90.53	90.79	+12	9.21
Dec. '83	90.60	90.36	90.59	+13	9.41
Mar. '84	90.47	90.23	90.46	+14	9.54
June '84	90.32	90.13	90.32	+12	9.68
Sept '84	90.17	90.01	90.17	+11	9.83
Dec. '84	90.02	89.89	90.02	+ 8	9.98
Mar. '85	89.89	89.79	89.89	+ 5	10.11
June '85	89.78	89.65	89.78	+ 4	10.22

As of the previous day's close: Total volume: 18,143; total open interest: 42,632; and change in open interest: +316

American Banker Index

Selected Money Center Bank Stocks +

			High	Low	Last
June21	267.3	1982	299.5	224.1	267.3
June20	269.5	1981	258.2	158.7	233.2
June17	273.3	1980	186.0	138.0	184.2
June16	271.1	1979	196.1	150.3	165.1
June15	270.6	1978	187.9	132.4	156.8

+ based on midday prices.

Gold Coins

Coin Name & Weight	$ Value per Coin June 21	June 20
Maple leaf (1 Troy oz.)	433.50	436.00
Mexican peso (1 Troy oz.)	433.50	436.00
Chinese Panda (1 Troy oz.)	444.50	446.50
U.S. Armstrong (1 Troy oz.)	434.00	436.00
Mexican 50 peso (1.2 Troy oz.)	517.00	520.25
Austrian 100 corona (.98 Troy oz.)	412.75	414.75
Mexican 20 peso (.48 Troy oz.)	210.00	210.75
U.S. Wright (.50 Troy oz.)	217.00	218.25
Maple Leaf ¼ ounce (.25 Troy oz.)	115.75	116.25
Austrian 1 Ducat (.11 Troy oz.)	51.00	52.00

These quotes represent the N.Y. fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

BAI . . .

Continued from page 10

pant, it also diminishes their individual ability to differentiate their products which could eventually lead to increased merger activity.

One section of the survey details marketing strategies by bank asset size and points out misperceptions among banks about their competitors.

Large banks, for example, are more committed to the retail market than other banks think they are; medium-sized banks are more interested in affluent customers than large banks think they are; medium banks intend to offer more personalized (as opposed to automated) service delivery than other banks think they will; and small banks will offer a wider range of products than other banks expect they will.

The study concludes that bank strategies will shift as these misperceptions are clarified. ■

Top Lenders . . .

Continued from page 34

billion. Citicorp also lends to consumers through its thrift subsidiary, the $1.9 billion-deposit Citicorp Savings FS&LA, San Francisco; its consumer finance company, Citicorp Person-to-Person Inc., St. Louis, as well as other nonbank subsidiaries. In total, Citicorp had $27.3 billion in gross consumer loans at yearend to make it the top banking firm in lending to the consumer.

Among the top 10 banks in consumer lending, First National Bank, Chicago, had the largest percentage gain, 40.2%, to rank 10th with $2.8 billion.

F&M Marquette National Bank had the largest overall gain, 1,496%, to rank 70th, with $554 million in consumer loans

As a group, the top 100 banks had $138.5 billion in consumer loans, up 2.4% from a year earlier. Of the total, $76 billion were loans to individuals and households, and $62.5 billion were mortgage loans.

The bank with the largest proportion of consumer loans to total loans is Citibank (South Dakota) NA, with 99.7% of its $2.72 billion loan portfolio in consumer loans. The bank handles most of Citicorp's consumer credit card operations.

For the top 100 group, consumer lending accounted for 22.6% of all loans made. ■

To Our Readers

American Banker would appreciate your comments on the "Top Lenders" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ Date_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ Title_____

Company_____ Phone_____

Address_____

NYS Bill Would Clarify Income For State Taxes

Special to the American Banker

ALBANY, N.Y. — Standards to determine the portion of an interstate savings bank corporation's net income derived from business carried on in New York State will be strengthened under legislation now before Gov. Mario Cuomo for action.

This determination is needed to assess the basic franchise tax on interstate savings banks.

The measure also would provide regulations to determine the portion of interest or dividends paid to New York thrift depositors and shareholders. This figure is needed to determine the New York State alternative minimum tax of the franchise tax.

The alternative minimum tax allows savings and loans to choose from three methods of figuring their tax: basing it on their entire net income, on the interest paid to depositors and shareholders, or simply paying a $250 minimum tax. The highest figure is the one that must be used.

Commercial banks are not subject to this legislation because their taxes are figured by different means.

Until 1982, New York's savings banks and savings and loan associations were barred from operating outside of the state. But a law allowing out-of-state banks to acquire control of New York banking institutions had a reciprocal corollary stipulating that New York savings banks must also have the right to operate in those states.

Marilyn Kaltenborn of the State Department of Taxation and Finance gave an example of how the measure would affect banks.

"The Northeast Savings Bank, based in Schenectady, has recently acquired at least one bank in Connecticut," she said. "If the law is not signed, the bank would have to pay New York State tax on all the interest it pays to depositors, even the depositors in Connecticut," she explained.

"But this law would allow the bank to pay taxes only on its New York depositors. The law would also work conversly. Say, if a Maine bank had branches in New York, it would only pay New York taxes on its New York depositors," she said. ■

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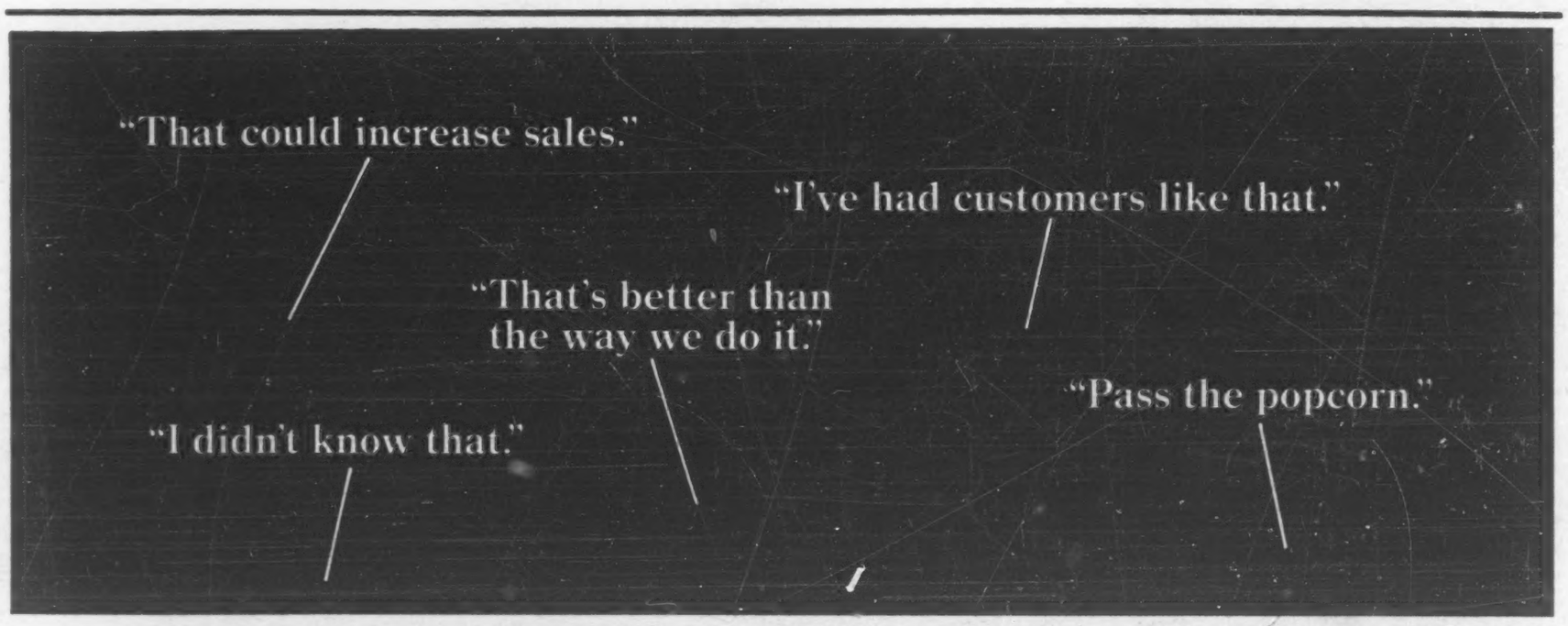
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Citicorp Details Dakota Plans

Would Offer Wide Array of Insurance Products

By GORDON MATTHEWS

NEW YORK — Citicorp has told federal banking regulators that it will offer a "competitive array of insurance products," through the South Dakota bank it proposes to acquire as its means of access into the insurance business.

A tentative outline of Citicorp's plans

ND Insurance Law Challenge, Page 27

is part of its application with the Federal Reserve Bank of New York to buy American State Bank of Rapid City and test the new South Dakota law granting state banks entry into "all facets" of insurance.

Citicorp told the Fed that life insurance is its "highest priority," followed by other consumer lines including insurance of automobiles, motorboats, homes, and mobile homes. Commercial lines of insurance have been assigned a "lower priority."

The holding company said its insurance customers might be served by independent insurance agents, direct mail, or electronic terminals, "depending on competitive and other marketplace demands."

The banking firm, though it em-

➳ Citicorp: Page 27

Suspect Annuities Appear at 2d Bank

By RICHARD RINGER

CHICAGO — At least one other bank has bought annuities, several of which have since defaulted, from an insurance company linked to a North Dakota corporation that played a role in last week's closing of a South Dakota bank.

Western National Bank of Lovell, Wyo., purchased a number of annuities totaling $9.8 million in April and May from Fort Lincoln Life Assurance Co., said Jack Langdon, Wyoming's state insurance commissioner.

The company paid off some of the annuities as they matured, but it defaulted on two that matured June 17 and 20, Mr. Langdon said. The value of the defaulted annuities is not yet known, but all the annuities ranged in face value from $200,000 to $2.5 million, he said.

Another sizable annuity purchased from the same insurance company by Western National Bank is scheduled to mature next week, a source said.

Officials at Western National Bank could not be reached for comment.

Western National had total capital of $1.4 million as of March 31, according to the Federal Deposit Insurance Corp. Defaulted annuities will have to be listed by the bank as a loss. But because the value of the defaulted annuities wasn't immediately known, the impact the loss will have on Western National

➳ Failure: Page 26

Republic, Interfirst, Allied Lead Peer Groups in Performance Review

By SANFORD ROSE

There are 62 U.S. bank holding companies with assets in excess of $5 billion. How did these 62 top companies perform in 1982? Based on data supplied by Cates Consulting Analysts, the American Banker broke the universe into three peer groups: 14 money center institutions, 18 nonmoney center institutions with assets in excess of $10 billion, and 30 companies with between $5 billion and $10 billion in assets.

Among the money center group, Republic New York Corp. topped the list in return on assets and return on equity. The New York institution, which is characterized as a money center firm primarily because of the wholesale and international mix of its customer base, earned 81 basis points on assets and 20.36% on equity in 1982.

Among the $10-billion-plus nonmoney center banks, Interfirst Corp. of Dallas nosed out Mercantile Texas, also of Dallas, by one basis point to capture the ROA lead. Interfirst also led in ROE, beating out Texas Commerce.

Heading up the $5-billion-plus group was still another Texas institution, Allied Bancshares. The Houston-based company earned 164 basis points on assets and 25.93% on equity in 1982.

The Market Overlooks a Slip

Republic topped the money center listing despite a significantly lower ROA and ROE than in 1981. Notwithstanding the earnings slippage, Republic received somewhat greater market acceptance than it had in the previous year. The price of its stock was 135% of book value in early 1983 (see table 2), up from 129% in early 1982. None of the other 13 money center institutions achieved a market valuation in excess of book.

The decline in Republic's 1982 earnings is traceable to an exceedingly cautious asset allocation strategy employed since 1981, suggests analyst David Cates. Instead of placing its funds in loans, which grew by only 5.6% in 1982, Republic concentrated on money market investments, which jumped by nearly 55%.

Such a strategy may have insulated the organization from large loan losses, but it also weakened spreads and thus unfavorably affected both the net interest margin and ROA.

➳ Performance Review: Page 19

INSIDE

American Banker Bank Performance Review
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International Briefing
Portugal has devalued the escudo by some 12%. The government now plans an in-depth review of the country's business, banking, and investment policies 2

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Trust Profit Margins Off Slightly
Lower interest rates kept trust industry profit margins from improving in 1982, according to the Cates TrustCompare survey of 197 banks: TRUST BANKING 2

A Thrift Is Not a Bank
Thrifts and commercial banks are still very different kinds of institutions despite recent legislative action, says Edwin J. Gray, chairman of the Federal Home Loan Bank Board: REQUIRED READING 4

Executive Changes 14

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Table 1: The Performance of the Top Banking Organizations in the United States in 1982

By Peer Group and Ranked by Three Measures of Performance

	A. Listed in Order of Return on Average Assets		B. Listed in Order of Return on Average Equity		C. Listed in Order of Percent Change in Earnings Per Share	
MONEY CENTER BANKS						
1.	Republic New York Corp.	0.81	Republic New York Corp.	20.36	Citicorp	31.4
2.	J.P. Morgan & Co., Inc.	0.78	Bankers Trust New York Corp.	18.22	Harris Bankcorp, Inc.	23.9
3.	Bank of Boston Corp.	0.74	J.P. Morgan & Co., Inc.	17.23	Bankers Trust New York Corp.	23.7
4.	Mellon National Corp.	0.73	Citicorp	16.34	J.P. Morgan & Co., Inc.	15.5
5.	Bankers Trust New York Corp.	0.67	Chemical New York Corp.	15.81	First Chicago Corp.	15.0
6.	Citicorp	0.61	Bank of Boston Corp.	15.15	Mellon National Corp.	13.1
7.	Chemical New York Corp.	0.60	Mellon National Corp.	13.96	Bank of Boston Corp.	11.1
	Median Values for Group	**0.57**		**13.86**		**10.4**
8.	Harris Bankcorp, Inc.	0.54	Manufacturers Hanover Corp.	13.76	Chemical New York Corp.	9.6
9.	Northern Trust Corp.	0.51	Irving Bank Corp.	12.44	Manufacturers Hanover Corp.	2.8
10.	Manufacturers Hanover Corp.	0.50	Harris Bankcorp, Inc.	10.81	Republic New York Corp.	— 7.2
11.	Chase Manhattan Corp.	0.43	First Chicago Corp.	10.73	Northern Trust Corp.	—12.5
12.	Irving Bank Corp.	0.43	Chase Manhattan Corp.	10.61	Irving Bank Corp.	—15.6
13.	First Chicago Corp.	0.41	Northern Trust Corp.	10.24	Chase Manhattan Corp.	—32.4
14.	Continental Illinois Corp.	0.18	Continental Illinois Corp.	4.93	Continental	—67.8
$10 BILLION-ASSET BANKS						
1.	InterFirst Corp.	1.17	InterFirst Corp.	21.44	Mercantile Texas Corp.	22.9
2.	Mercantile Texas Corp.	1.16	Texas Commerce Bancshares, Inc.	21.26	Bank of New York Co., Inc.	21.8
3.	Texas Commerce Bancshares	1.15	Mercantile Texas Corp.	20.22	RepublicBank Corp.	18.7
4.	PNC Financial Corp.	1.11	RepublicBank Corp.	19.11	Texas Commerce Bancshares, Inc.	17.8
5.	RepublicBank Corp.	0.98	PNC Financial Corp.	17.75	NCNB Corp.	15.8
6.	First City Bancorp of Texas, Inc.	0.96	Security Pacific Corp.	16.65	PNC Financial Corp.	14.4
7.	NCNB Corp.	0.91	First City Bancorp of Texas, Inc.	15.74	InterFirst Corp.	13.9
8.	First Bank System, Inc.	0.73	NCNB Corp.	15.70	NBD Bancorp., Inc.	12.4
9.	Norwest Corp.	0.73	Bank of New York Co., Inc.	15.66	Security Pacific Corp.	10.6
	Median Values for the Group	**0.70**		**14.58**		**10.2**
10.	Security Pacific Corp.	0.67	First Interstate Bancorp	13.49	Wells Fargo & Co., Inc.	9.8
11.	NBD Bancorp., Inc.	0.64	Wells Fargo & Co.	13.36	First Bank System, Inc.	9.6
12.	Bank of New York Co., Inc.	0.61	First Bank System, Inc.	13.18	Marine Midland Banks, Inc.	1.3
13.	First Inerstate Bancorp	0.60	Norwest Corp.	12.11	First City Bancorp of Texas, Inc.	—7.4
14.	Wells Fargo & Co.	0.57	NBD Bancorp., Inc.	10.69	First Interstate Bancorp	—9.2
15.	Marine Midland Banks, Inc.	0.45	Marine Midland Banks, Inc.	10.38	Crocker National Corp.	—9.8
16.	BankAmerica Corp.	0.33	BankAmerica Corp.	9.17	BankAmerica Corp.	—13.9
17.	Crocker National Corp.	0.30	Crocker National Corp.	6.34	Norwest Corp.	—16.4
18.	Seafirst Corp.	—0.84	Seafirst Corp.	—17.60	Seafirst Corp.	—210.9
$5-to-$10 BILLION-ASSET BANKS						
1.	Allied Banchares, Inc.	1.64	Allied Bancshares, Inc.	25.93	Manufacturers National Corp.	374.8
2.	Banc One Corp.	1.38	Banc One Corp.	20.36	CoreStates Financial Corp.	52.6
3.	Wachovia Corp.	1.20	First Union Corp.	19.18	National Bank of North America	37.3
4.	Southwest Bancshares Inc.	1.09	Barnett Banks of Florida, Inc.	19.09	Southwest Banchares, Inc.	29.4
5.	Barnett Banks of Florida, Inc.	1.05	Southwest Bancshares, Inc.	18.88	Allied Bancshares, Inc.	23.6
6.	AmeriTrust Corp.	1.00	Wachovia Corp.	18.69	Wachovia Corp.	17.4
7.	First Union Corp.	0.99	Citizens & Southern Georgia Corp.	16.63	Banc One Corp.	16.5
8.	Citizens & Southern Georgia Corp.	0.98	CoreStates Financial Corp.	16.34	Barnett Banks of Florida, Inc.	14.5
9.	CoreStates Financial Corp.	0.96	Bank of New England Corp.	16.20	Citizens & Southern Georgia Corp.	13.9
10.	Maryland National Corp.	0.96	Mercantile Bancorp., Inc.	14.71	CBT Corp.	13.8
11.	U.S. Bancorp	0.93	Huntington Bancshares, Inc.	14.71	Sun Banks, Inc.	13.1
12.	CBT Corp.	0.90	Sun Banks, Inc.	14.63	Shawmut Corp.	13.0
13.	Sun Banks, Inc.	0.89	CBT Corp.	14.37	First Union Corp.	11.8
14.	Mercantile Bancorp., Inc.	0.85	Maryland National Corp.	14.19	Comerica, Inc.	9.2
15.	National City Corp.	0.81	Shawmut Corp.	13.74	National City Corp.	7.9
	Median Values for the Group	**0.81**		**13.39**		**7.9**
16.	Huntington Bancshares, Inc.	0.80	Southeast Banking Corp.	13.04	Huntington Bancshares, Inc.	6.5
17.	Southwest Banking Corp.	0.77	Valley National Corp.	12.90	Union Bank	5.5
18.	Valley National Corp.	0.75	U.S. Bancorp	12.15	Maryland National Corp.	4.1
19.	Bank of New England Corp.	0.74	National City Corp.	12.05	Bank of New England Corp.	1.0
20.	Shawmut Corp.	0.71	Comerica, Inc.	11.73	Mercantile Bancorp., Inc.	—2.5
21.	Rainier Bancorp	0.69	Manufacturers National Corp.	11.37	Southeast Banking Corp.	—3.8
22.	Comerica, Inc.	0.66	Rainier Bancorp	11.33	AmeriTrust Corp.	—6.9
23.	Manufacturers National Corp.	0.58	AmeriTrust Corp.	9.59	Valley National Corp.	—10.9
24.	BancOhio Corp.	0.46	Union Bank	9.15	European American Bancorp.	—10.9
25.	Centerre Bancorp.	0.45	Euorpean American Bancorp.	8.35	Rainier Bancorp.	—12.0
26.	Union Bank	0.44	BancOhio Corp.	8.22	U.S. Bancorp	—19.6
27.	European American Bancorp.	0.34	Centerre Bancorp.	8.19	BancOhio Corp.	—20.2
28.	National Bank of North America	0.32	National Bank of North America	5.80	Centerre Bancorp.	—40.6
29.	Michigan National Corp.	0.05	Michigan National Corp.	0.76	Michigan National Corp.	-93.1
30.	First Pennsylvania Corp.	—0.36	First Pennsylvania Corp.	—9.22	First Pennsylvania Corp.	N.A.

Data provided by Cates Consulting Analysts, New York. For definitions of terms used, see article accompanying Table 2.

Table 2: How the Markets Look at Banks

Listed by Peer Group in Order of Market-to-Book Value of the Bank's Stock

Mkt.-Book Rank	Name of Banking Company	Ratio of Mkt.-to-Book Value	Price-Earnings Multiple	Dividend Yield (%)
Money Center Banks				
1	Republic New York Corp.	135.16	7.07	3.48
2	J.P. Morgan & Co., Inc.	94.80	6.08	5.70
3	Citicorp	90.83	5.95	5.00
4	Bank of Boston Corp.	77.00	5.42	5.65
5	Bankers Trust New York Corp.	75.21	4.30	6.00
6	Mellon National Corp.	74.28	5.55	6.06
7	Chemical New York Corp.	66.55	4.36	6.92
	Median values for the Group	**65.39**	**5.51**	**6.16**
8	Northern Trust Corp.	64.22	6.45	6.08
9	Manufacturers Hanover Corp.	62.85	4.76	8.16
10	Chase Manhattan Corp.	60.65	5.83	7.09
11	First Chicago Corp.	57.38	5.47	6.23
12	Irving Bank Corp.	55.65	4.71	7.66
13	Harris Bankcorp., Inc.	54.14	5.15	7.04
14	Continental Illinois Corp.	50.53	10.20	9.25
$10 Billion-Asset Banks				
1	Texas Commerce Bancshares, Inc.	137.26	7.01	3.41
2	Mercantile Texas Corp.	123.00	6.55	4.09
3	PNC Financial Corp.	114.34	6.73	4.22
4	RepublicBank Corp.	110.42	5.80	5.01
5	InterFirst Corp.	103.91	5.20	5.65
6	NCNB Corp.	87.70	5.98	5.19
7	First City Bancorp of Texas, Inc.	83.66	5.23	5.89
8	Security Pacific Corp.	76.76	5.20	5.89
9	First Interstate Bancorp.	73.84	5.87	6.61
	Median values for the Group	**72.37**	**5.52**	**6.41**
10	Norwest Corp.	70.90	5.97	7.50
11	Bank of New York Co., Inc.	69.77	4.67	7.05
12	BankAmerica Corp.	67.74	7.55	7.55
13	First Bank System, Inc.	65.03	5.17	6.60
14	Wells Fargo & Co.	57.38	4.50	7.18
15	Seafirst Corp.	51.38	—2.59	9.93
16	NBD Bancorp., Inc.	50.27	4.91	6.68
17	Marine Midland Banks, Inc.	48.90	4.88	6.22
18	Crocker National Corp.	48.08	8.04	8.31
$5-to-$10 Billion-Asset Banks				
1	Allied Bancshares, Inc.	200.65	8.49	3.22
2	Banc One Corp.	180.84	9.90	3.53
3	Barnett Banks of Florida, Inc.	121.96	7.33	3.74
4	Wachovia Corp.	115.41	6.39	4.52
5	Sun Banks, Inc.	107.45	7.10	5.02
6	Citizens & Southern Georgia Corp.	100.36	6.40	5.09
7	First Union Corp.	94.64	5.22	4.75
8	Southwest Bancshares Inc.	90.00	5.16	6.04
9	CBT Corp.	88.54	5.03	5.91
10	Bank of New England Corp.	87.10	5.56	5.94
11	Southeast Banking Corp.	83.38	6.89	4.79
12	U.S. Bancorp.	74.40	6.38	5.37
13	Valley National Corp.	73.86	5.94	6.44
14	Rainier Bancorp.	72.29	6.58	5.90
	Median values for the Group	**72.29**	**5.56**	**5.90**
15	Shawmut Corp.	72.24	5.44	6.05
16	CoreStates Financial Corp.	71.96	4.63	7.06
17	Huntington Banchshares, Inc.	65.68	4.71	5.98
18	Maryland Nationnal Corp.	64.12	4.73	5.12
19	Mercantile Bancorp., Inc.	62.26	4.45	8.58
20	Comerica, Inc.	60.31	5.22	8.29
21	National City Corp.	59.71	5.15	8.87
22	AmeriTrust Corp.	51.96	5.58	8.53
23	Manufacturers National Corp.	50.32	4.54	4.53
24	Centerre Bancorp.	48.94	6.09	9.73
25	Michigan National Corp.	47.95	63.04	8.69
26	BancOhio Corp.	42.93	5.34	5.71
27	First Pennsylvania Corp.	42.34	—4.27	0
--	European American Bancorp.	N.A.	N.A.	N.A.
--	National Bank of North America	N.A.	N.A.	N.A.
--	Union Bank	N.A.	N.A.	N.A.

Data provided by Cates Consulting Analysts, New York. For definitions of terms used, see article accompanying this table.

1st City Bank Names Gilbert as President

DALLAS — Robert R. Gilbert 3d, an Oklahoma banker, has been named president of the First City Bank of Dallas.

Mr. Gilbert, 45, is vice chairman and senior lending officer of the First National Bank and Trust Co., an Oklahoma City bank with $2.5 billion in assets. He plans to begin working at First City by mid-July.

First City, with year-end assets of $936.6 million, is the second largest subsidiary bank of First City Bancorp. Inc. of Houston and the fourth largest bank in Dallas. The holding company has 61 subsidiary banks and had total year-end assets of $16.6 billion.

Mr. Gilbert is replacing Stephen T. Jordan, who vacated the president's post in March to become a partner with Merrill Lynch Private Capital Inc. ■

Leslie, Ga., Holding Co.

ATLANTA — The Federal Reserve Bank of Atlanta has approved the application by F&M Bancshares Inc., Leslie, Ga., to become a bank holding company by acquiring Farmers & Merchants Bank, Leslie. ■

Sources and Explanations for Tables

NEW YORK — The statistical tables for the American Banker's annual performance study were compiled by the American Banker from data provided by Cates Consulting Analysts, New York.

In Table 1, entitled the Performance of the Top Banking Organizations in the United States in 1982, the banks are ranked by three measures of performance: return on average assets; return on average equity; and percentage change in earnings per share.

Cates defines return on average assets as net operating income for 1982 divided by total average assets. Net operating income refers to income after taxes but before securities transactions. If daily average assets were not available for 1982, Cates used the mean of Dec. 31, 1981. and Dec. 31, 1982, total assets.

Cates defines return on average equity as net operating income (minus preferred stock dividends) divided by average common stockholders' equity. Here, average equity is the mean of Dec. 31, 1981, and Dec. 31, 1982, common equity.

The percent change in earnings per share is defined as the difference of earnings per share (12/82-12/81) divided by earnings per share 12/81. Earnings per share is primary, before securities transactions, and for the 12-month period.

In Table 2, entitled How the Markets Look at Banks, the banks are ranked in order of the market-to-book value of their stock. In addition, the the price-earnings multiple and the dividend yield are shown.

Market-to-book value is the stock price divided by book value per share. Cates uses the bid price on common stock as of Jan. 31, 1983, (or the closest trade date) and divides this by book value per share as of Dec. 31, 1982.

The price earnings multiple is the stock price divided by earnings per share. Again, the stock price is the bid price on common stock as of Jan. 31, 1983, or the closest trade date.

The dividend yield is the indicated annual dividend divided by the stock price. Again, both the indicated dividend per share and the stock price are as of Jan. 31, 1983.

Table 3, entitled American Banker Performance Study Peer Groups: 62 Banking Firms with Assets of $5 Billion or More, identifies the banks in the performance study. The banks are listed in asset-size order within their respective peer grouping. This table was prepared by the American Banker statistics department. ■

Required Reading ■ ■ ■

Continued from page 9

would better serve that argument, I believe, by calling for the consolidation of regulatory functions in the commercial banking area since commercial banks — national or state-chartered — are far more similar to each other, and still very different from thrifts.

Because I believe the Federal Home Loan Bank Board does serve as the model regulatory agency for financial institutions, it is too presumptuous to suggest that consolidation advocates take a page from the Federal Home Loan Bank Board's book? Or, could it be that the Bank Board structure is still considered to be a stepchild by those who have long agonized, and worried themselves sick, over the role of the thrifts in our financial system?

Ladies and gentlemen, a month and a half as a board member, and two weeks as chairman of the Bank Board, have not given me sufficient wisdom to yet have definitive answers to all the issues I have raised.

But, after years of observing the Federal Home Loan Bank Board, and the Federal Home Loan Bank System at work, I have come to the conclusion that the agency I now serve has functioned extraordinarily well in serving its mandate — its high calling — which was set forth many years ago by the Congress of the United States. ■

Mercantile Markets Investment Software

By SCOTT McMURRAY

NEW YORK — Mercantile-Safe Deposit & Trust Co. of Baltimore recently began marketing securities analysis and portfolio management computer software to trust and employee benefit money managers and consultants.

The software, dubbed Investment Analytics, was developed in a joint venture with J. Stephen Levkoff Associates Inc. of Williamsburg, Va. Mercantile has signed Randall-Helms Fiduciary Consultants Inc. as the first customer to use the product.

Randall-Helms, based in New York, is a consultant to more than 30 large money-management organizations.

Mercantile hired Mr. Levkoff in 1979 to develop an in-house computer system to aid in the administration and control of its investment process. The software employs what Mr. Levkoff calls semivariance asset pricing, which he developed as the subject of his doctoral dissertation at the University of Virginia.

Put simply, the quantitative system is designed to be adverse to downside investment risk, while allowing for upside potential. As elementary as that principle sounds, Mr. Levkoff says, most quantitative systems guarding against downside risk do so at the expense of much of the upward potential in an investment portfolio.

The software developed with Mercantile was desiged to apply to a range of investment philosophies and can be used by analysts and portfolio managers. It ranks stocks on a risk-adjusted rate of return, says James D. Hardesty, senior vice president and chief investment officer. The on-line system is based on a question-and-answer format that allows first-time users to be immediately productive.

Mr. Levkoff says his semivariance pricing system explained 55% of the variance in security returns of the 400 largest capitalized stocks from 1948 through 1977. One of the more well known capital asset pricing quantitative systems explained only 5% of the variance during the same period.

A $10,000 portfolio invested under Mr. Levkoff's risk-adjusted method would have grown to $762,000 from 1948 to 1977, he says, and a similar investment using the other capital asset pricing system would have yielded only $261,000 at the end of the same period.

Performance Review

Continued from page 1

The marketplace's reaction to Republic indicates that it takes a prospective rather than a retrospective view of bank stocks. Investor interest in Republic is said to be based not only on the view that profitability will recover, but also on the widespread belief that the bank is the object of scrutiny by potential acquirers.

Evidence of the market's prospective view is also seen in the valuation of Northern Trust Corp. Only a $6 billion institution, Northern, like Republic, is nonetheless characterized as a money center bank because of the mix of its customers. Northern's return on assets fell from 62 basis points in 1981 to 51 basis points last year. In considerable part, this decline stems from the impact of Penn Square on the bank's loan-loss provision.

Apparently, however, the marketplace regards Northern's loan difficulties as a temporary aberration. Northern's reputation as an exceedingly tough credit administrator has not been seriously besmirched.

Thus, expecting that the bank's strength in loan quality will resurface and acknowledging the worth of a strong trust operation in a period of rising stock prices, the marketplace valued Northern's shares at 64% of book, up from 55% the previous year. And it accorded Northern's earnings a price multiple of around 6.5, which was, oddly enough, above the multiple placed on the earnings of J.P. Morgan.

By contrast, the marketplace continues to take a less favorable view of the Harris Bankcorp., one of Northern's closest Chicago competitors. Harris' strategy seems less sharply focused than that of Northern.

Even though Harris raised 1982 ROA by 5 basis points, to 64 basis points, and increased earnings per share by a highly respectable 24% (see table 1), its ratio of market value to book value languished in the 54% range, and its price-earnings multiple remained below the median for the 14 money center banks.

Clouded with Ambiguities

The earnings performance of these money center institutions is clouded with ambiguities. Nominally, the banks earned a median ROA of 57 basis points in 1982. But several banks reported substantial nonrecurring gains that inflated ROA and thus raised suspicions about the quality of earnings.

And indeed the marketplace has many other reasons to suspect the validity of bank data. By how much, for example, does the true equity of a bank diverge from the stated value of that equity?

There are many sophisticated approaches to answering this question. But a rough-and-ready approximation can be made by adjusting book values for the aftertax impact of realizing losses on nonperforming loans and of realizing the depreciation in the securities portfolio.

George Meiling, chief financial officer of Banc One, has attempted such a calculation, using data from 84 of the hundred largest banks in the country. He discovered that the median value of adjusted equity in these 84 institutions was approximately 73.5% of stated value.

Such a figure is remarkably close to the ratio of market value to book value at our 62 institutions — 65.4% at the money center banks, 72.4% at the $10-billion-plus banks, and 72.3% for the $5-billion-plus group.

The results suggest that the marketplace cannot be fooled by stated values. Concerned over, among other things, the collectibility of loans, the marketplace is clearly saying that the present value of expected earnings is considerably less than most bankers believe because of loan losses that have not been anticipated or compensated for by higher gross interest charges.

Accordingly, investors won't pay par for most bank stocks, as they have not for many years. Indeed, the most remarkable statistic in our performance review is that only 12 of the 59 institutions for which stock quotes are available have market values greater than book values.

The Middle Group Did Best

It is obvious from an examination of the tables that the money center institutions earn less on assets than the $10-billion-plus nonmoney center banks, which earn less than the $5-billion-plus organizations. However, ROE does not automatically increase as size decreases. The median return on equity is highest in group 2 — the nonmoney center $10-billion-plus institutions.

Ray Garea, an analyst with Cates Consulting, points out that this group of banks operates with significantly more leverage than the smaller institutions of group 3. And while profitability, as measured by ROA, is below that of the $5-billion-plus group, it is not so far below that these institutions can't push ROE above that of the smaller group through increased leverage. Of course, the money center group employs even more leverage than the $10-billion-plus organizations, but returns are circumscribed by truly anemic ROAs.

While the money center banks have lower ROAs than smaller institutions, their returns also seem to be somewhat more stable than those of other banks. Median ROA was about the same in 1982 as in 1981.

One possible reason is that these organizations have more experience in asset-liability management and therefore tend to be more balanced in a maturity or rather a duration sense. Hence, with notable

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Table 3: American Banker Performance Study Peer Groups: 62 Banking Firms with Assets of $5 Billion or More*

In order of total resources on 12/31/82

Peer Asset Rank		Assets 12/31/82
MONEY CENTER BANKS		
1	Citicorp, New York	129,997,000,000
2	Chase Manhattan Corp., New York	80,862,903,000
3	Manufacturers Hanover Corp., New York	64,040,552,000
4	J.P. Morgan & Co., Inc., New York	58,597,000,000
5	Chemical New York Corp	48,274,842,000
6	Continental Illinois Corp., Chicago	42,899,424,000
7	Bankers Trust New York Corp	40,427,059,000
8	First Chicago Corp	35,876,372,000
9	Mellon National Corp., Pittsburgh	20,294,405,000
10	Irving Bank Corp., New York	19,514,285,000
11	Bank of Boston Corp	18,267,397,000
12	Republic New York Corp	9,280,172,000
13	Harris Bankcorp, Inc., Chicago	7,136,793,000
14	Northern Trust Corp., Chicago	6,252,733,000
$10 BILLION-ASSET BANKS		
1	BankAmerica Corp., San Francisco	122,220,806,000
2	First Interstate Bancorp., Los Angeles	40,884,295,988
3	Security Pacific Corp., Los Angeles	36,991,034,000
4	Crocker National Corp., San Francisco	24,938,759,000
5	Wells Fargo & Co., San Francisco	24,814,047,000
6	InterFirst Corp., Dallas	21,030,401,000
7	Marine Midland Banks, Inc., Buffalo, N.Y.	20,238,764,000
8	Texas Commerce Bancshares, Inc., Houston	18,200,000,000
9	Norwest Corp., Minneapolis	17,584,679,000
10	RepublicBank Corp., Dallas	17,218,299,000
11	First Bank System, Inc., Minneapolis	16,899,365,000
12	First City Bancorp. of Texas, Inc., Houston	16,567,101,000
13	Bank of New York Co., Inc	12,723,562,000
14	NBD Bancorp., Inc., Detroit	12,406,937,000
15	PNC Financial Corp., Pittsburgh (a)	11,611,171,000
16	NCNB Corp., Charlotte, N.C	11,559,531,000
17	Mercantile Texas Corp., Dallas	10,190,043,000
18	Seafirst Corp., Seattle	10,028,452,000
$5-to-$10 BILLION-ASSET BANKS		
1	European American Bancorp, New York	8,324,538,000
2	Union Bancorp, Los Angeles (b)	7,689,789,000
3	Comerica, Inc., Detroit	7,378,332,000
4	Southeast Banking Corp., Miami	7,274,000,000
5	Valley National Corp., Phoenix, Ariz	7,183,032,000
6	Barnett Banks of Florida, Inc., Jacksonville	6,932,141,000
7	Southwest Bancshares, Inc., Houston	6,926,581,000
8	Wachovia Corp., Winston-Salem, N.C	6,916,367,000
9	National City Corp., Cleveland	6,823,425,000
10	Natwest Holdings Inc., New York (c)	6,807,340,000
11	Michigan National Corp., Bloomfield Hills	6,504,137,000
12	CoreStates Financial Corp., Philadelphia	6,301,254,000
13	First Union Corp., Charlotte, N.C	6,167,985,000
14	Allied Bancshares, Inc., Houston	6,010,632,000
15	Citizens & Southern Georgia Corp., Atlanta	6,004,578,000
16	Rainier Bancorp., Seattle	5,864,656,000
17	BancOhio Corp., Columbus	5,822,355,000
18	U.S. Bancorp., Portland, Ore	5,756,309,000
19	AmeriTrust Corp., Cleveland	5,753,475,000
20	Mercantile Bancorp., Inc., St. Louis	5,691,332,000
21	First Pennsylvania Corp., Philadelphia	5,432,841,000
22	Shawmut Corp., Boston	5,375,529,000
23	Manufacturers National Corp., Detroit	5,284,228,000
24	Huntington Bancshares, Inc., Columbus, Ohio	5,224,858,000
25	Centerre Bancorp., St. Louis, Mo	5,122,499,000
26	CBT Corp., Hartford, Conn	5,069,859,000
27	Bank of New England Corp., Boston	5,065,355,000
28	Maryland National Corp., Baltimore	5,055,299,000
29	Banc One Corp., Columbus, Ohio	5,028,928,000
30	Sun Banks, Inc., Orlando, Fla	5,004,141,000

*—Includes all banking firms with assets of $5 billion or more at yearend 1982, with the exception of $7.6 billion-asset Pittsburgh National Corp. (see footnote (a) below) and $6.6 billion-asset Walter E. Heller International Corp., Chicago.
(a)—On 1/19/83, Pittsburgh National Corp. and Provident National Corp., Philadelphia, merged to form PNC Financial. Assets shown are pro forma.
(b)—Data used in the performance study are for Union Bank, the banking subsidiary of the corporation.
(c)—Data used in the performance study are for National Bank of North America, the banking subsidiary of the corporation.

NOTE

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